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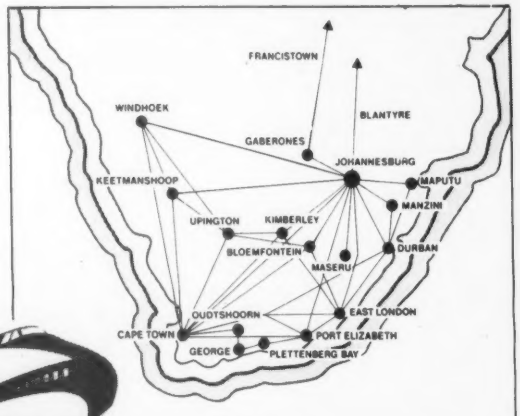

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Trade and Industry

15 September 1978

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Trade and Industry
Incorporating the Board of Trade Journal
Volume 32 no. 11

Pages 585 to 632, 15 September 1978

Price 40p. Every Friday.
Annual subscription including postage £30.60.
Overseas airmail rate £42.40.

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Subscriptions: HMSO, PO Box 569, London SE1 9NH
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ABC Member of the Audit Bureau of Circulations
ISSN 0006-5323

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Trade and Industry this week

HOME

Unauthorised discounting of air fares may diminish says report

Discounting air fares reduces the revenue of airlines and travel agents and has hit British airlines harder than most. So says the report of the working party on discounted air fares published on Monday (11 September).

This practice – selling air tickets at unauthorised low fares – will diminish as low fares available on some routes spread to others, says the report.

The report concludes that the best interests of all parties would be served by an expansion of legitimate low fares consistent with an economic return to the efficient operator – the principle set out in the 1971 Civil Aviation Act.

Welcoming the report, Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Civil Aviation and Shipping, said, 'I am pleased to note that the working party concludes that the best solution lies in encouraging the expansion of legitimate low fares which do not undermine the finances of the airlines.'

Tourism most valuable invisible export

Last year the 11.5 million overseas visitors who came to England contributed £2,000 million to this country's foreign exchange earnings, £1,000 million more than English people spent on visits abroad. Tourism ranked as the country's most valuable invisible export said Michael Meacher, minister with special responsibility for tourism, welcoming the English Tourist Board's advisory note 'Planning for tourism in England' on Wednesday.

Of possibly the greatest importance were the job and income opportunities tourism offered to people in areas where manufacturing industry did not provide adequate employment. He pointed out that tourism had a local and personal economic impact.

Cable and Wireless profits fall

Cable and Wireless recorded a pre-tax profit of £35.8 million in 1978 after charging supplementary depreciation of £18.1 million. This compares with a profit of £45.5 million in 1977 with supplementary depreciation charges of £12.75 million. Revenue for the year increased by £19.6 million and costs by £23.3 million.

Chairman Lord Glenamara announcing the results on Tuesday explained that in addition to the continuing effects of recession and inflation, the appreciation of sterling had reduced revenue in terms of pounds. The majority of the company's revenue arose overseas. The net effect on profits had been to reduce them by some £5 million compared with the previous year.

He also took the opportunity to announce that a contract for telecommunications valued in excess of £200 million between the British government and the Kingdom of Saudi Arabia had been signed.

The Cable and Wireless Group, he said, would act as prime contractors to the Ministry of Defence and would be responsible for the design, implementation, installation, operation and maintenance of the system. It would also provide a large training facility in which to train Saudi national guard personnel to enable them to operate and maintain the system. The contract would be executed over a five year period.

Roads in Wales to be transformed

Trunk-road systems in Wales will be transformed in the next 10 years, with extra projects brought forward by the secretary of state and the commissioning of feasibility studies on other schemes, Parliamentary Under-Secretary of State for Wales Barry Jones, said on Tuesday.

Mr Jones was introducing a new strategy document 'Roads in Wales (Ffyrdd Yng Nghymru) 1978' the first statement of a policy proposed in the white paper on transport policy (Cmnd 6836) published in June 1977.

The statement reviews trunk road achievements during 1977/78 and talks about the future. Mr Jones said that during the last four years, impressive progress had been made in equipping south Wales with the trunk road system so vital to its future prosperity. The M4 was shielded against cuts in public expenditure with the result that 31 miles of new motorway were opened in 1977 – an unprecedented feat for the principality. Work was currently in hand on two of the three remaining sections which, when completed, would provide 80 miles of motorway from the English border to beyond Pontardulais.

North Wales was not being forgotten and problems on the north-Wales coast road would be largely a memory by the mid 1980s. As the statement indicated, the intention was to provide a dual carriageway from Chester to Bangor and to devote massive financial resources to the project so that it could be completed with the least possible delay.

ECGD office celebrates 50 years with record sum insured

The first regional office of the Export Credits Guarantee Department – in Manchester – celebrated its golden jubilee by insuring a record £1,519 million of exports from the north-west and north Wales in its anniversary year.

The figures released on Tuesday (12 September) showed that the total value of exports insured by the Manchester office of ECGD rose from £1,272 million in 1976/77 to £1,519 million in the year ended 31 March 1978. In the same period, the number of policyholders topped the 1400 mark, increasing from 1278 last year to 1416 this year. Where export finance was concerned, ECGD's system of bank guarantees helped provide over £140 million of post-shipment bank finance, at preferential interest rates, for exporters in the area.

EUROPE

UK allocated £21m from ERDF

Contributions of £21 million from the European Regional Development Fund towards the cost of projects in the United Kingdom were announced by the European Commission on 12 September. This brings the total fund contribution to UK projects since the inception of the fund in 1975 to £194.1 million.

This is the second allocation from the fund this year. The £21 million relates to 20 industrial and 64 infrastructure projects located in the UK assisted areas and is allocated as follows:

Region	£000
Northern	6 266
North-west	255
Yorkshire and Humberside	280
East Midlands	59
South-west	735
Total England	7 595
Northern Ireland	4 541
Scotland	4 512
Wales	4 393
Total UK	21 041

Saudi Arabia
Construction Costs

Metra require two people to work on a Standard Costing System, in Riyadh. Both must be capable of an analytically based evaluation of construction costs and be familiar with the breakdown of engineering quantities in terms of labour, materials, plant, overheads and profit. Other essential qualities include an ability to apply imagination to problem solving and to express views clearly in conversation and in writing. A knowledge of costs in Saudi Arabia would be an advantage.

Both appointments will be for a period of about one year, starting as soon as possible. Accommodation, subsistence and other benefits will be provided. Bachelor status is preferred.

The SENIOR TECHNICAL ADVISER to the team should have more than fifteen years' experience as a Contractors Estimator/Negotiator, or Quantity Surveyor. Salary c. £25,000.

The ENGINEER/Q.S. should be a qualified engineer with at least five years' experience of cost analysis and estimating. Salary c. £16,000.

Contact Ross Charlton, **Metra Consulting Group, 23 Lower Belgrave Street, London SW1 W 0NS. Telephone: 01-730 0855.**

Financial Director

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Managing Director

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Please write giving fullest details of past experience and career to:

The Deputy Chairman,
Andrews and Partners, 38 Great St. Helens, London EC3 6AR
The strictest confidentiality is assured and all replies will be acknowledged.

Chairmen and Managing Directors

The following executives are seeking to further their careers within fields where proven experience counts and is rewarded accordingly

FINANCE

1. **Cost Supervisor.** BSc (Hons) Economics and statistics. An impressively bright young member of a substantial cost analyst team seeking further career development. **Age 23 Salary circa £8,000**

2 **Audit Senior.** ACA good French. After eight years professional international experience – including computer auditing – he now wishes to move into commerce or industry further to progress his career. **Age 27 Salary £7,500**

3 **Corporate Planner** BSc. Hons. MA business analysis. Thoroughly practical with a wide range of computer user and consultancy experience in management services, including overseas. Seeking further career development. **Age 28 Salary £6,500+**

4 **Treasurer.** AIB. Fluent French good German. An intelligent young executive with merchant banking, accountancy and treasury experience covering a wide range of international industrial and financial services in textiles, oil and banking. Seeking career development. **Age 28 Salary £7,500+**

5. **Finance Manager.** ACMA. BSc (Elect Eng). Fluent German. A most impressive senior executive with substantial technical and manufacturing experience (including general management) in Europe. Having recruited his German successor he now wishes to develop his own career in the engineering or computing industries. **Age 31 Salary £10,000+**

6. **Financial Controller.** FCA. Controlling the £65 million turnover of the subsidiary of a major international manufacturing group consisting of numerous small companies. Promotion blockage, seeking career development with greater scope. **Age 36 Salary £11,000+**

7. **Finance Manager.** BSc (Econ) ACA. MBA (INSEAD) distinction. Fluent French and German. A highly intelligent large group executive with international professional and manufacturing experience. Location very flexible. **Age 33 Salary £10,000+**

8. **Merchant Banker.** BA(Cantab) Law MBA (IMEDE). Good French with substantial legal and banking experience in Australia and Europe. Seeking a move into industry which could lead towards general management. Location flexible. **Age 35 Salary circa £12,000**

9. **European Controller.** BBA. CPA. An experienced international especially in large scale retail and shipping operations. Wishes to remain London based. **Age 35 Salary circa £18,000**

10. **Financial Manager/Secretary.** C.A. (Portugal) BAM. Fluent French, Spanish, Italian, Portuguese, English. An experienced corporate financial manager and consultant. Location flexible. **Age 40 Salary £10,000+**

11. **Finance Director.** FCA. Fluent Portuguese, good French, some Spanish. With sound manufacturing company experience in Kenya and Portugal. Seeking a career development with a larger company. **Age 38 Salary £10,000+**

12. **Divisional Accountant.** ACCA. ACMA. A vigorous financial manager with wide international experience of building and construction contract management for the major groups. Seeking a further overseas contract. **Age 55 Salary circa £16,000**

MARKETING

13. **Area Manager.** Fluent French, German and Spanish. A most successful international sales manager in the food and drink industries with responsibility for Scandinavia, E. Europe and Caribbean. A determined and articulate high-flyer seeking greater responsibility with a more ambitious company. **Age 22 Salary £6,000+**

14. **Export Salesman.** BA (Oxon). Fluent German good French, some Russian. Well educated, intelligent and articulate he has successfully opened up a new market in Germany for a small company. Now wishes to expand his experience. **Age 25 Salary £6,000+**

15. **Export Salesman.** Fluent German, French and some Cantonese. Successful experience in selling office and reprographic equipment to Scandinavia, Middle East and Australia. A sound steady export salesman who wishes to improve his remuneration. **Age 26 Salary £6,000**

16. **Export Salesman.** MA (Cantab) Hons. MBA. An intelligent and ambitious young man with 3 years experience in retail, food and grocery sales. Seeking career development. **Age 26 Salary £6,000+**

17. **International Marketing Executive.** BSc (Hons) Sciences. MSc Business Admin. Fluent Hungarian. Good French. A 'high flyer' with six years sound international marketing and consultancy experience in high technology and heavy industry, now seeking a progressive line appointment. **Age 28 Salary £13,000+**

18. **Sales Director.** MA. Good French. 1st Hons. Nat. Sciences. Impressive record in international sales of engineering products, especially automotive. Promotion blockage, seeking career development in engineering leading towards general management. **Age 31 Salary £16,000**

19. **Regional Manager Export.** BSc (Prod. Eng). Bilingual French. Considerable sales engineering experience of capital equipment in the mining type of industries in Europe and Scandinavia. Seeking greater responsibility in either a French or British company. **Age 39 Salary circa £12,000**

20. **Sales/Marketing Director.** BSc (Hons) Elect Eng. MBA. Some French and German. With substantial sales experience in both manufactured and service products. Recently reorganised a large sales force. As a high flyer he now wishes to progress his own career in either the durable or service industries such as computer time sharing. **Age 29 Salary £8,500+**

21. **General/Marketing Director.** A highly intelligent and most likeable senior executive whose wide range of sales management experience covers automotive products in Europe, building services, the leisure industries and glass. Seeking career development and increased remuneration. **Age 35 Salary £12,500+**

22. **Export Sales Director.** An experienced and successful record in fast moving consumer products such as foods, toys, electrical goods to worldwide markets. Seeking further career development. **Age 42 Salary £12,000**

23. **General/Sales Manager.** BA (Oxon) Hons. Chem. Good French. A tall and most impressive area manager with an excellent understanding of man management in a major international sales and manufacturing company. Wishes to develop his career into general management. **Age 36 Salary £10,000+**

GENERAL MANAGEMENT

24. **General Manager.** MA Eng. Sciences. MSc. An impressive and practical manager with experience in the freight, travel and leisure industries and four years in electric motor production. A dedicated profit orientated businessman seeking further career development probably within a large group. **Age 33 Salary £12,500+**

25. **Corporate Planner.** BA (Econ) Hons. MSc (OR and MS). Fluent French, good German. A highly numerate and intelligent executive with large scale marketing and distribution experience and as an internal and external consultant. Seeking further career development. **Age 28 Salary £11,000+**

26. **International Executive.** BSc (Hons) Sciences Dip. Business Admin. Has 12 years experience in two major worldwide manufacturing groups involving funding and planning for 25+ operations in numerous countries. A highly practical head office man with a good science degree. Seeks greater responsibility leading towards general management. **Age 29 Salary £11,000+**

27. **Production Manager.** BSc (Eng) MSc (Chem. Tech), Dip IR. A highly successful man with four years in fmcg production and five years in steel plate. Promotion blockage – seeking career development ideally in consumer products or process industries. **Age 28 Salary £10,000+**

28. **Electrical Design Engineer.** BSc. With worldwide experience in the provision of electrical services up to 200 MW for the mining process and contracting industries especially in Africa. Seeking career development towards project management. **Age 29 Salary £7,500+**

29. **Business Development Manager.** An impressive highly numerate manager with major manufacturing group experience over five years in policy planning for products, manufacture, pricing and new business in the automotive related industries. Promotion blockage. **Age 31 Salary £8,500+**

30. **Young Manager.** BA (Business Studies), MSc. Highly numerate with experience of venture capital management and all forms of auditing. An impressive 'team leader' with sound commonsense and an excellent appreciation of 'man management'. **Age 30 Salary £8,500+**

31. **Senior Project Engineer.** MIPHE. MRSH. FIOP. A tough and experienced water engineer for large and small projects in the Middle East and Africa. Seeking increased remuneration, ideally overseas. **Age 35 Salary circa £10,000**

32. **Personnel Manager.** BA(Oxon), MIPM. Large group experience includes management development, training and performance appraisal. Wishes to become more closely involved in the toughest type of I.R. areas to widen his professional skills. **Age 41 Salary £10,000**

33. **General Manager.** BSc Civil Eng. MICE C. Eng. LLB. MBA. Fluent French and Italian. An experienced large group engineer with management experience in the Gulf, Libya, Malaysia and UK. **Age 37 Salary £10,000**

34. **General Manager** (Shipping). Fluent Dutch and French, good German. 12 years experience of shipping and transport management for major group operating in Far East, Africa, Middle East. Wishes to be based in Europe. **Age 34 Salary £15,000**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

Robin R. Wheatley

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Home news

Motorway service areas spell low standards and profits says the Prior committee

Motorway service area operators are not making excessive profits. Indeed, many service areas are operating at a loss and operators' return on capital in the last few years has been much less than the average for service and distributive trades. These conclusions are published in the report of the Prior committee of inquiry into motorway service areas announced by William Rodgers, Secretary of State for Transport, and Roy Hattersley, Secretary of State for Prices and Consumer Protection on 5 September.

The committee says that while catering standards in the establishments it examined were generally on the low side, on average standards at service areas were rather lower than those in an off-motorway sample, but, except in transport cafes, prices were similar and in the case of restaurants significantly lower. The difference in standards between individual service areas was as great if not greater than the difference between service areas and off-motorway establishments as a whole.

The price of fuel at service areas was on average 8p a gallon more than the average for the country as a whole. But for the profits made on petrol, service areas would either be charging much higher prices for other services or would actually be losing money.

The committee's recommendations in its 'Report of the committee of inquiry into motorway service areas', HMSO, £1.25, appendices £2, stem from the principle that because motorways are much safer than other roads, the travelling public should be encouraged to stay on them and not have to go off to find the facilities they require during their journey.

Their principal recommendations include that a motorway service areas board should take over most of the functions of the Department of Transport in regard to service areas with powers to develop and let new service areas and to re-negotiate existing contracts with operators with a view to improving the standard of service.

The government should also consider 40 per cent of its investment in a service area as providing free facilities for the public and preserving the benefits conferred by the existence of the motorway and should expect to earn an adequate rate of return only on the remaining 60 per cent. This rate of return should be 5 per cent on an inflation-adjusted basis.

A financial package should be negotiated with service area operators under which they would receive concessions which would enable them to earn reasonable profit and be in a position to improve the standard of service offered to the public. In return, they would be expected to accept a closer degree of inspection and control of their operations. This would involve in due course a reduction in the price of fuel to the national average.

The setting up of a national system of motorway rescue to handle all breakdowns and emergency repairs on the motorway is recommended. The system would have the motoring organisations as constituent bodies.

A number of new types of service area should be considered including ones for lorries only including overnight accommodation; picnic areas; areas with fuel, toilets, parking and take-away catering only possibly open for part of the year. In siting service areas the merits should be considered of the alternatives of larger, more widely-spaced areas and smaller, more frequent ones, but the distance between services should not exceed about 30 miles.

Details of a Channel safety system discussed

Details of a recommended system of reporting-in by ships in the Channel were the main subject of discussion at a meeting of the Anglo-French safety of navigation group (Afsong) in London on 5 September.

Under the scheme, which has a target date of 1 January next year, ships carrying oil or dangerous cargoes would be expected to report-in to the appropriate coastguard station or the equivalent French centre when they are within 10 miles of the internationally-recognised traffic separation schemes in the Dover Strait, off Ushant and off the Casquets and intend to use them. Additionally, ships which are hampered in their progress because of a breakdown in steering or navigational equipment will be asked to report-in when they enter the Channel.

Both sides re-affirmed their view that the scheme should apply to ships of over 1600 gross tons. Participating vessels will be asked to give their name and call sign, position, time, course, speed and general destination. The information will be exchanged between the French and British authorities and, where appropriate, made available to ships in the surrounding area. The radio and radar facilities available were considered to be adequate to cater for the expected number of reports which would be received. The question of extending the reporting-in arrangements to the separation schemes off the Lizard, the Scillies and Land's End is being further studied in the light of the volume of traffic.

The proposals will now be submitted to the maritime safety committee of Imco meeting at the end of September. If adopted the scheme will be tested in October and details will be made available to ship's masters towards the end of the year.

The meeting reviewed progress in the two countries on improving anti-pollution contingency plans following the *Amoco Cadiz* and *Eleni V* disasters. The group also exchanged views on far-reaching proposals for the future organisation and management of traffic in the Channel and agreed to progress this work as quickly as possible.

Committee to look into offshore safety

Offshore safety regulations and procedures are to be reviewed by an independent committee chaired by Dr J. H. Burgoyne, energy secretary Tony Benn announced on 7 September.

The committee's terms of reference are to consider, so far as they are concerned with safety, the nature, coverage and effectiveness of the Department of Energy's regulations governing the exploration for development and production of oil and gas offshore and their administration and enforcement; to consider and assess the role of the certifying authorities; and to present a report, conclusions and any recommendations as soon as possible.

Mr Benn explained that in establishing the inquiry he had regard to the increasing level of offshore oil and gas exploration, development and production activity since the Mineral Workings (Offshore Installations) Act 1971, and the various regulations made under it, came into force. The efforts that had been made to construct and implement a comprehensive code to provide for the safe conduct of UK offshore oil/gas operations were well regarded by all concerned, but he thought it important from time to time to obtain an independent view of safety regulations and procedures.

Minister opens tanker jetty

Gregor MacKenzie, Minister of State at the Scottish Office, with special responsibility for industry and oil-related matters, opened the newly completed tanker jetty at Peterhead Bay Harbour on 5 September.

The jetty, which cost £8 million will be used primarily by the North of Scotland Hydro-Electric Board for receiving fuel oil for its new Peterhead power station. The oil will be transferred from the jetty to the power station by pipeline, but the jetty has capacity to accommodate further users.

Investment reserve scheme

Contracyclical and other investment reserve schemes are the subject of a National Economic Development Office pamphlet pub-

lished on 6 September. The pamphlet contains the report of the working party chaired by Sir Jeremy Morse on these investment reserve schemes and a report on the practicalities of a voluntary investment reserve scheme described in the report of the Morse working party.

The committee on finance for investment, which is chaired by Lord Roll of Ipsden and is a committee of the NEDC, considered that such investment reserve schemes had intrinsic merits; but, because investment in plant and machinery already enjoys 100 per cent first year capital allowances and because industry has come to value and rely upon the continuity of this system, it was concluded that an investment reserve scheme would not be attractive at present. However, were the tax regime in the UK to change at some time in the future, tax relief for investment reserves might be considered. This work, 'Investment reserve scheme', 75p, NEDO Books, 1 Steel House, 11 Tothill Street, London SW1 9LJ, is published to facilitate such longer-term considerations.

Japanese investment in UK welcomed

Strengthening and developing economic links between Japan and Britain, particularly by encouraging Japanese investment in the United Kingdom was the subject of a speech by Secretary of State for Northern Ireland, Roy Mason, to the British Chamber of Commerce in Tokyo on 6 September.

He explained that the United Kingdom was engaged in a vigorous inward investment drive and that he believed that the time was now ripe for further initiatives by Japanese industry. Two weeks ago the announcement had been made of a major new enterprise in the United Kingdom by Toshiba in partnership with the long established British company of Rank, to manufacture colour television sets and audio equipment. This would be done in the south-west of England.

Welcome – on equal terms

The British government was looking for investment which increased productive capacity, enhanced job opportunities, benefited the balance of payments, introduced new technology and generated extra demand for suppliers of components and materials. Such investors, from Japan or elsewhere, were welcome on equal terms with investment from British industry itself. But of course the benefits were not all one way.

Those companies which set up units in the United Kingdom or formed joint ventures with UK companies were free to serve, from within, the EEC market of 250 million people. Moreover they had the benefits of the UK's trading links with the European free trade association countries and the British Commonwealth. They would be operating in the country with the strongest fuel and power base in western Europe and if fuel and power resources determined the strength of a nation then the UK was indeed in a strong position.

Within the United Kingdom investors would find a climate which stimulated enterprise. There had been a quite remarkable change in the British economy in recent months. Inflation had been brought under control. This is a tribute to the way in which the British people, industry, unions and government could work together for the good of the nation. This had been accomplished on a voluntary basis, a sign of maturity which had few parallels in modern industrial societies. The United Kingdom was therefore now a permanently attractive place for further foreign investment. This was being reflected in the remarkable increase in the number of inquiries from companies interested in investing in the UK. Many of those inquiries had been turned into reality. Speaking specifically of Northern Ireland, Mr Mason said that just under a year ago he had visited the United States to seek investment. During that visit he had signed a 50 million dollar investment deal with Du Pont at their headquarters in Wilmington. Since then, Goodyear, which had been in Northern Ireland for 10 years, had decided to set up an international research and development centre to serve all its locations for industrial rubber products outside the United States. And, a major expression of confidence, five United States companies with no previous connections with Northern Ireland had decided to invest there. For example, General Motors was joining an already flourishing automotive products sector. Two electronics companies, one making plastic capacitors and the other cardiac equipment were among the group. A further very stimulating development had been the decision by John De Lorean – a former vice-president of General Motors – to launch a new sports car of Italian design in Belfast.

Scottish ferry launched

Robb Caledon Shipbuilders' new ro-ro 300-passenger and vehicle ferry *Claymore* was launched from its Leith shipyard on 31 August. Ordered last summer by Caledonian MacBrayne Holdings, the ship is designed for service anywhere on the west coast of Scotland. Many of the harbours there have restricted space and depth of water and so close attention has been paid in the design to manoeuvrability. *Claymore* is fitted with twin, controllable pitch propellers, twin rudders and a bow thruster. For passenger comfort – and cargo safety – retractable fin stabilisers are also fitted.

Occupational asthma to be studied by IIAC

Whether occupationally induced asthma caused by exposure to substances encountered at work should be prescribed as an industrial disease is to be considered by the Industrial Injuries Advisory Council following a request from Secretary of State for Social Services, David Ennals.

A disease may be prescribed if it can properly be regarded as a risk of occupation and not a risk common to everyone, and if the occupational link can be established in particular cases or presumed with reasonable certainty. In the course of its study, the council will be concerned to identify occupations, and substances used in those occupations, which may give rise to occupational asthma, and to consider the medical aspects, including the problem of distinguishing occupationally-caused asthma from non-occupationally caused asthma.

A number of substances which are commonly encountered at work are believed to be associated with asthma including isocyanates, penicillin, grain-dust, flour, wood-dusts and biological washing powders. Some of these substances are widely met also outside the working environment.

The council wishes to receive evidence from persons or organisations and will supply a short explanatory memorandum on request. Evidence and communications should be sent to the Secretary, Industrial Injuries Advisory Council, Keysign House, 429 Oxford Street, London W1R 2HT, as soon as possible and not later than 31 January.

Increased fees for vehicle type approval . . .

Two sets of regulations which generally increase the fees payable by manufacturers when obtaining type approval of motor vehicles and motor vehicle components were laid before parliament by William Rodgers, Secretary of State for Transport on 8 September. This follows the first full review of the level of the fees for this service following their introduction in 1976, when they were fixed largely on estimates of the work involved in testing.

The type approval scheme is required to be self-financing, and the revised fees take account of experience gained by the Department of Transport of the level of work involved in the numerous tests, and in addition will cover the increases in the charges made by laboratories which carry out certain tests on behalf of the department, as well as increases in the department's own direct costs.

The two regulations are: the Motor Vehicles (Type Approval and Approval Marks) (Fees) (Amendment) Regulations 1978. SI 1978/1321; and the Motor Vehicles (Type Approval) (Great Britain) (Fees) (Amendment) Regulations 1978. SI 1978/1320. Both are currently available only in typescript on request from VCA division, Department of Transport, Tollgate House, Houlton Street, Bristol.

. . . and deferment of type approval for amateur's cars

Regulations which will defer for a further year the application of national type approval to amateur built cars were laid before parliament by William Rodgers, Secretary of State for Transport on 8 September.

A regulation made on 18 November 1977 deferred the application of national type approval to amateur built vehicles by one year so that it would apply to such vehicles built after 1 October 1978 and first used on or after 1 April 1979. The object of that deferment was to enable the Department of Transport to review the way in which the national type approval scheme would apply to amateur built vehicles and to examine the possibility of applying less onerous requirements. The department has completed the review but is unable to devise a less exacting scheme which would be compatible with the existing provisions of the Road Traffic Act.

The secretary of state has therefore decided to extend the deferment (The Motor Vehicles (Type Approval) (Great Britain) (Amendment) (No. 3) Regulations 1978. SI 1978/1318) for a further year so that national type approval will now apply to amateur built vehicles which are built on or after 1 October 1979 and are first used on or after 1 April 1980. It is currently intended to continue the deferment until such time as suitable legislation amending the Road Traffic Act can be enacted.

Changes in seat belt and anchorage regulations

Regulations which amend the existing technical requirements for the type approval of seat belts and their anchorages were laid before parliament by William Rodgers, Secretary of State for Transport on 8 September. The regulations make the necessary consequential amendments following a recent alteration in the Motor Vehicles (Construction and Use) Regulations which comes into force on 29 September.

The main change brought about by the new legislation is to substitute progressively from 1 February 1979 international standards for the British Standards to which seat belts and anchorages must conform by law.

In addition, the regulations, The Motor Vehicles (Type Approval) (Great Britain) (Amendment) (No. 4) Regulations 1978. Currently available only in typescript on request from VCA Division, Department of Transport, Tollgate House, Houlton Street, Bristol BS1 9NJ, contain exemptions from the need to comply with either the British Standard or the international standards for seat belts fitted to vehicles specially designed, constructed or adapted for use by a disabled person. These exemptions legalise the use in such vehicles of certain specialised designs of seat belt and will allow in some circumstances the belt to be fixed to a seat rather than an anchorage.

The progressive changes now being introduced are as follows:

Seat belts

Until 1 February 1979 seat belts in any vehicle must comply with the existing British Standards.

From 1 February 1979 to 30 September 1979, seat belts in any vehicle may comply with either Council Directive 77/541/EEC or the existing British Standards.

Seat belts fitted to vehicles manufactured on or after 1 October 1979 and first used on or after 1 April 1980 must comply with Council Directive 77/541/EEC.

Seat belt anchorages

Until 30 September 1979 seat belt anchorages for the driver's seat and specified passenger seat may comply with either the existing British Standards or 76/115/EEC or ECE Regulation 14, as amended.

Seat belt anchorages must be provided for all forward-facing seats in vehicles manufactured on or after 1 October 1979 and first used on or after 1 April 1980 and must comply with the requirements of 76/115/EEC or ECE Regulations 14, as amended, except that vehicles for which, or for a model of which, an approval certificate is in force on 1 October 1979 will not need to comply with the new requirements unless they are manufactured on or after 1 October 1981 and are first used on or after 1 April 1982.

Essay winner sees how it's done

Alex Day, 16, a winner of *The Guardian* 'Image of industry' essay competition, visits heating equipment manufacturer TI Parkray at Belper, to see production processes with managing director Mr D. R. Prothero and Mr R. J. Page, Department of Industry regional office. As a follow up to the competition, the department invited her and another school-pupil winner, Christopher Wade on industrial visits organised by its east Midlands regional office.

Milton Keynes aids start of small businesses

Milton Keynes Development Corporation is planning small-business centres for many of the city's fast-developing employment areas. The small-business centre scheme is a specially-tailored commercial package to help small businesses to start in Milton Keynes.

The first centre at Kiln Farm employment area is almost complete and consists of 11 workshop units in sizes from 53 m^2 to 252 m^2. They will be leased to selected new or existing small companies. The only specific qualification is that the firms must be involved in modern technology.

The scheme is designed to ease the financial burdens of setting up and running a small business. The first rent bill does not arrive for four months after moving into a centre unit and the first month is free. Subsequent payments are quarterly in arrears.

To keep each company's overheads to a minimum, secretarial services and a furnished conference room in which to meet customers and suppliers are provided centrally and shared by the centre's tenants. For the administration of these facilities and the general day-to-day running of the centre, tenants will form their own management company. Small-business centre tenants can also obtain initial management advice free through the Cranfield School of Management.

More training for youths in distributive industry

Expansion of schemes designed by the Distributive Industry Training Board to help youngsters settle into working life begins this month. Twenty-five schemes of unified vocational preparation (UVP) start this autumn and more than 250 youths have been nominated to take part. These 250 are the first of the thousand young people from distribution who it is hoped will take part in UVP schemes during the academic year 1978-79.

The board's schemes are for people under 20 in their first year of work in the distributive industry. They are designed for staff who are not attracted to formal courses at colleges, and are most likely to appeal to check-out operators, sales assistants, warehouse and office staff. UVP courses involve co-operation between employers, colleges and DITB area training staff in arranging a 13-week programme of job rotation, on and off-the-job training, group discussions, simple project work and a week at a residential centre.

The board's UVP schemes are part of the national five-year pilot exercise being carried out by the Manpower Services Commission in conjunction with the Department of Education and Science and the Scottish Education Department.

Schemes for distribution are co-ordinated by a national joint DITB inter-departmental group steering committee, among whose members are leading employers, trade unionists and educationists.

City in the sea

Second largest in the world, the new yacht marina at Brighton covers 126 acres and can accommodate 2300 yachts. This huge artificial harbour has been carved out of a strip of the stormy English channel that offered no natural haven to build on. Nowhere has a similar engineering feat been achieved in the face of such severe open-sea conditions coupled with 6½ m tides. Repair yards and chandlers are available for yachtsmen and it is intended to build 1450 apartments, an hotel and conference centre as well as shopping, exhibition and entertainment facilities.

Minister welcomes standard for tank jackets

Introduction of the first British standard for domestic hot-water tank jackets was welcomed by Dr John Cunningham, Parliamentary Under-Secretary of State for Energy and the minister responsible for energy conservation, on 7 September.

The new standard (BS 5615, Insulating jackets for domestic hot water storage cylinders), which has been prepared by the British Standards Institution, recognises that performance is more important than the thickness of the jacket. To meet the standard, a jacket must keep the heat loss from a tank to no more than 3 kWh over a 24-hour period. Most modern jackets produced by the major companies already conform to this specification. The heat loss from an uninsulated tank is 11.5 kWh over 24 hours, 75 per cent more than with the jacket fitted.

Dr Cunningham said that there were about 3.5 million homes with uninsulated hot water tanks and a further 4.4 million with inadequate tank jackets. This meant that energy worth millions of pounds was being wasted and many people were paying unnecessarily high fuel bills. This was why the installation of efficient tank jackets was an important part of the government's programme for improving insulation in local authority and private houses.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Canal enthusiasts' company declared insolvent

Birmingham and Midland Canal Carrying Company is insolvent, in spite of a revaluation of the assets. This is the conclusion in an inspector's report, published on 5 September, following an investigation into the company's affairs. Bearing in mind that the company is still accepting deposits from the public the inspectors suggest that the company should be wound up.

The inspectors, Mr A. M. Belchambers and Mr J. Mann, were appointed on 2 August 1976 under the Companies Act 1948 to investigate the company, which was promoted by canal enthusiasts to try to get commercial traffic back on the canal.

A limited number of copies of the report are available from the Department of Trade Library, Room LG37, 1 Victoria Street, London SW1H 0ET, price £1.25 (cash with order). Cheques should be made payable to Department of Trade. Copies of the report may be inspected at the Department of trade library, by appointment.

Price Commission to investigate Air Products proposed price increase

An investigation into price increases proposed by Air Products Ltd was announced by the Price Commission on 1 September. The company wants to increase by an overall weighted average of 6.0 per cent the prices of its range of industrial gases, including oxygen, nitrogen, argon, hydrogen, dissolved acetylene, carbon dioxide and certain special gases.

After considering the proposed increases the commission decided that they should be the subject of an investigation under section 4 of the Price Commission Act 1977. The commission has notified the Secretary of State for Prices and Consumer Protection that it intends to investigate the increases. The investigation is due to be completed by 9 December.

Even Britain's best companies cannot win a Queen's Award- if they don't apply for one

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Metal doors and window frames and video tape recorders to be examined

Roy Hattersley, Secretary of State for Prices and Consumer Protection, directed the Price Commission on 5 September to examine prices, costs and margins in the manufacture and distribution of metal doors and window frames and prices, costs and margins in the distribution of video tape recorders. The terms of the directions are as follows:

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 1 March 1979 to make a report to him on the following question:
The prices, costs and margins in:

a. the manufacture and distribution of the following items suitable for installation in domestic properties:
garage doors made of metal;
metal-framed doors and windows whether supplied preglazed or not;
metal frames in which such metal-framed doors and windows may be mounted.
b. the installation of such items in existing domestic properties.

The Secretary of State for Prices and Consumer Protection, pursuant to section 10(1) of the Price Commission Act 1977 and after consulting the Price Commission and the Director General of Fair Trading, hereby directs the Price Commission to examine and before 17 February 1979 to make a report to him on the following question:
The prices, costs and margins in the distribution of video tape recorders and their accessories, including signal recording materials, designed for domestic use.

Distribution of footwear order before parliament

The gross profit percentage margins of multiple footwear specialist companies are to be restricted from 1 October 1978. This requirement is contained in an order laid before parliament on 6 September by Roy Hattersley, Secretary of State for Prices and Consumer Protection (see *Trade and Industry*, 18 August, page 368).

The order (statutory instrument 1307/78) requires that, with the exception of those companies listed in its schedule, companies having 10 or more retail outlets, the whole or greater part of whose activity is the distribution of footwear, should not exceed in any six-month period from 1 October the gross margins obtained in 1977. The order further provides that where the 1977 margin exceeds the 1975 margin, the company should not exceed the 1975 margin or the 1977 margin reduced by two whichever is the greater. The order expires on 1 October 1980.

NEB invests £270,000 in Powerdrive PSR

The management of the industrial drives division of Eaton Ltd, with the backing of the National Enterprise Board, have accepted an invitation to purchase their division from the parent company, Eaton Corporation of Cleveland, Ohio.

A new British company, Powerdrive PSR Ltd, has been formed by the existing management to continue handling the current product range at Leamington Spa. In addition to continuing this successful operation it is intended to develop and manufacture new products to offer a fully comprehensive range of power transmission systems for all industrial fields, with particular emphasis on export sales of the UK manufactured units.

NEB has invested £270,000 in Powerdrive PSR Ltd, which as a division of Eaton Ltd was consistently profitable. NEB's investment will further develop the manufacturer's capacity to support increased employment and exports. £20,000 was subscribed for 40 per cent of the ordinary equity, £100,000 for 6½ per cent redeemable cumulative participating preference shares and £150,000 for 10 per cent redeemable cumulative preference shares.

Powerdrive PSR has already negotiated exclusive licences with Eaton Corporation for the existing Dyna-torQ electro-magnetic product and the distributorship for the Airflex air operated industrial clutches, brakes and controls. It supplies these for industrial applications such as packaging, metalworking, textiles, business machinery and marine equipment.

Concorde cleared for all-weather landings

British Airways' Concordes have been cleared by the Civil Aviation Authority for category III automatic landings in low weather minima with 15 ft decision height and 250 m runway visual range.

The authority's airworthiness division commenced proving trials for category III operations, in co-operation with British Airways and the British Aerospace Corporation, in October 1977. After months of stringent trials, during which Concorde made approximately 250 automatic landings in British Airways' service alone, the trials were completed on 30 August.

The task of preparing the operations manuals and operating procedures, which had begun in March this year, was the final hurdle, and the CAA's all weather operations staff, in conjunction with the flight operations inspectorate, completed their work on these aspects, culminating in the go-ahead to British Airways for category III operations. The first two airports where these new low weather minima will be applied will be London (Heathrow) and Paris (Charles de Gaulle).

New versions of airliners going ahead

Another version of the twin turbo-prop HS 748, the series 2B, is to be available early in 1979. This version, which will replace the existing successful series 2A, will offer considerable further benefits to operators.

Replacing the existing series 2A, the 2B will have Rolls-Royce Dart 536-2 engines, offering more power under hot and high conditions, a 1.2 m increase in wing span, incorporate drag reduction modifications and other features. These will enable operators to lift up to 900 kg or 10 extra passengers out of hot and high airfields, increase single engine ceiling by up to 600 m with consequent improved fuel economy and offer a marginal increase in cruising speed.

In addition to becoming standard on all 748s offered from the beginning of 1979, a modification kit will be available to current operators of 2A aircraft. Total sales to date for all types of 748 stand at 332 aircraft.

BAC One-Eleven

Funding for the BAC One-Eleven 670 Series twinjet domestic and regional airliner has now been allocated by British Aerospace for completion of the remaining flight test and development programme. Destined for airline service early in 1980, financing follows the successful flight trials of the main features of this new variant at BAe's Hurn and Filton plants.

One-Eleven 670 can operate, for example, from airstrips only 1200 m long, whilst carrying a full payload of up to 89 passengers over 1000 km stage lengths. Such take off and landing performance has hitherto only been available using smaller turbo-prop airliners.

Performance will be enhanced for the One-Eleven 670 series by the incorporation of improved wing aerodynamics, automatic braking and automatic lift dumping. In addition, the engine will be fitted with a completely new ejector silencing system, developed jointly by Rolls-Royce and British Aerospace, which is the key to the 670's better environmental characteristics.

Work starts on factories at Nelson . . .

Work has started on a 900 m² advance factory for the Department of Industry on the department's new site at Lomeshaye, Nelson, Lancs. The premises should be ready for occupation in March 1979.

Inquiries regarding purchase or lease should be addressed to Mr C. Giles, Department of Industry, North West Region, Sunley Building, Piccadilly Plaza, Manchester M1 4BA, tel. 061-236 2171 ext. 646.

. . . and in the West Country

Work has started on three new advance factories for the Department of Industry on the Cardrew industrial estate, Redruth, Cornwall. Two of the factories are of 450 ² each, and the other is of 900 m² which can be divided into four individual units. It is expected that the premises should be ready for occupation in May 1979.

Work has started on a 450 m² advance factory for the Development Commission at Hatherleigh, Devon. This factory is of the terrace unit type and is capable of division into two. It is expected to be ready for occupation by mid February.

Work has also started on two 450 m² advance factories for the Department of Industry at Hayle, Cornwall. They should be ready for occupation by April next year.

Inquiries regarding purchase or lease of these factories should be addressed to Department of Industry, Phoenix House,

PUBLIC AUCTION SALE

BRISTOL

A public auction sale of surplus government furniture and equipment has been arranged at the DoE/PSA Supplies Store, Bay 5, Ashton Vale Road, Bristol, Avon BS3 2HJ. The sale will commence at 10.00 hours on 20 September 1978 and viewing will be allowed from 10.00 to 16.00 hours on the day previous.

The auctioneers are Messrs. Stanley, Alder and Price, 7 St. Stephens Street, Bristol, Avon BS1 1EG, telephone 0272 299151 and catalogues will be available directly from them, price 15p.

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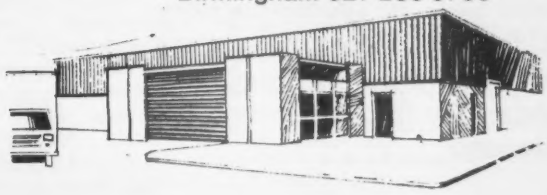

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To R. W. Howlett, General Manager, Cwmbran Development Corporation, Cwmbran, Gwent NP4 3XJ, Wales. T111
Telephone: Cwmbran 67777.
Please send me information about industrial opportunities.

NAME_____
POSITION_____
COMPANY_____
ADDRESS_____

Notte Street, Plymouth PL1 2HF, tel. 0752 218914; or Regional Director, Department of Industry, The Pithay, Bristol, tel. 0272 291071.

Laidlaw and Thomson occupy Team Valley factory

Laidlaw and Thomson (Holdings) Ltd is occupying terrace unit premises of about 320 m² built by the English Industrial Estates Corporation on the Team Valley Estate, Gateshead. Laidlaw and Thomson (Holdings) Ltd is engaged in the distribution of architectural and marine ironmongery and will use the premises for the manufacture of fireproof doors and door frames.

The company expects to employ 10 people when the unit is fully operational. The products are the result of many years research, both in Europe and America, into design and production methods and the result is an extremely strong door, built on a grid structure to reduce weight. The units have been fully tested to the latest British Standards.

Carriage of dangerous goods: new regulations proposed

Regulations are proposed which would require that vehicles over one year old used for carrying large quantities of dangerous goods should be subjected to the government's goods vehicle roadworthiness test every six months, instead of annually as at present. William Rodgers, Secretary of State for Transport, is consulting interested bodies.

The new regulation is intended as a further safety measure to be introduced before comprehensive regulations can be made under the Health and Safety at Work Act covering the transport of dangerous goods. The secretary of state intends the new six-month rule to be introduced progressively from 1 January next year to lorries and tankers over 10 tonnes gross weight which carry any of a prescribed list of inflammable liquids and gases or toxic gases.

The materials listed are those considered most likely to cause a major incident. The secretary of state emphasises that Great Britain's safety record for the road transport of dangerous goods is excellent. But there is a need to take all possible steps to reduce further the possibility of a catastrophe such as recently occurred in Spain.

Official appointments

Gas consumer council. Prices secretary Roy Hattersley has appointed Mr D. M. Creighton as a member of the Scottish Gas Consumers' Council until 31 May 1981.

National Consumer Council. Mr Hattersley has also appointed Mrs Naomi McIntosh as a new member to the National Consumer Council. The appointment runs from 1 August 1978 until 31 July 1981.

Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under section 3(1) of the Insurance Companies Act 1974 during the period 1 August to 31 August 1978:

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Ancienne Mutuelle Reassurance SA, 2nd Floor, Block A, Plantation House, Fenchurch Street, London EC3	France	18.8.78	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17

Under the powers conferred on him by paragraph 2 of schedule 4 of the Insurance Companies (Classes of General Business) Regulations 1977 the Secretary of State for Trade has accepted that the companies listed below were carrying on the classes of insurance business shown in the table immediately before 1 January 1978 and are accordingly authorised to carry on those classes of business. These classes of business are additional to the ones which the companies were automatically authorised to carry on as 'corresponding business' by virtue of paragraph 1 of schedule 4 to the regulations.

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of acceptance	Class or classes of insurance business for which authorisation was accepted
Newcastle Protection and Indemnity Association, Milburn House, Newcastle upon Tyne NE1 1NT	—	16.8.78	16

The following authorisations to carry on insurance business in Great Britain were revoked by the Secretary of State for Trade under section 9 of the Insurance Companies Act 1974 during the period 1 August to 31 August 1978:

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of revocation	Class or classes of insurance business for which authorisation was revoked
Alliance Safe Transport Guarantee Co Ltd, 8 Winmarleigh Street, Warrington WA1 1JW	—	7.8.78	1 [1], 4, 5, 6, 7, 11, 12, 15

[1] To the extent that the relevant risks are risks of the person insured sustaining injury or dying, as the result of travelling as a passenger.

Classes of business

OLT	Ordinary long-term insurance business
IND	Industrial assurance business
1	Accident insurance business
2	Sickness insurance business
3	Land vehicle insurance business
4	Railway rolling stock insurance business
5	Aircraft insurance business
6	Ships insurance business
7	Goods in transit insurance business
8	Fire and natural forces insurance business
9	Damage to property insurance business
10	Motor vehicle liability insurance business
11	Aircraft liability insurance business
12	Liability for ships insurance business
13	General liability insurance business
14	Credit insurance business
15	Suretyship insurance business
16	Miscellaneous financial loss insurance business
17	Legal expenses insurance business

Merger proposals cleared

Secretary of State for Prices and Consumer Protection, Roy Hattersley, has decided, on the information at present before him, not to refer the following proposed mergers to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973:
BAT Industries Ltd and the Appleton Papers division of the NCR Corporation.
BTR Ltd and Worcester Controls Corporation.
Imperial Group Ltd and J. B. Eastwood Ltd.
Cargill Incorporated and J. B. Eastwood Ltd.

Degree day service: figures for August

Degree day figures for August, published by the Department of Energy, are shown in the table. This service is designed to help industry and commerce improve the efficiency with which space heating systems are used.

The figures are a record of the extent and length of time in a particular month that the external temperature fell below a base figure of 15.5 degrees C (60 degrees F). Because this affects the amount of fuel needed to provide a given level of space heating the figures can be used to check on the efficiency of heating systems. By comparing the amount of fuel used with the number of degree days in monthly periods of different years, energy managers and others can monitor the performance of heating plant and operate it more economically.

Detailed information about the system is contained in a free booklet *Degree Days* (No. 7 in the Fuel Efficiency series) available from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ, tel. 01-211 3394. It explains the theory and practice of using the figures and contains a map showing the locations of the 17 Meteorological Office stations and the regions covered.

August degree days (base temperature 15.5 degrees C)

Region	Calculated average for Aug 1967-77	1977 Aug	1978 Aug
Thames Valley	26	25	30
South East	48	44	52
Southern	42	44	46
South West	31	34	33
Severn Valley	34	35	35
Midland	51	55	53
West Pennines	42	40	41
North West	57	63	57
Borders	73	75	73
North East	50	56	54
East Pennines	41	43	48
East Anglia	43	41	53
West Scotland	64	66	58
East Scotland	72	79	60
North East Scotland	86	89	80
Wales	43	46	56
Northern Ireland	64	65	59

Health and Safety Executive Publications

The 1974 Health and Safety at Work Act gave the Health and Safety Commission responsibility for keeping some 25 million people informed of guidelines and regulations for their health and safety in places of work. The Commission has undertaken progressively to revise, standardise and extend the existing regulations and recommended practices. HSC/HSE publications reflect the major programme of research, inspection and consultation which is in hand.

Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Officers or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext. 734).

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HSC 8 Safety Commissions guidance to employers whose employees are not members of recognised independent trade unions

*** Health and Safety Executive leaflets**

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*** Agricultural Safety leaflets**

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AS2 Tractors safety cabs
AS3 Bulls
AS4 Mushroom worker's lung
AS5 Farmer's lung
AS6 Crop spraying
AS7 Guns
AS8 Noise
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AS14 Cyanide gassing powders – Safe handling
AS16 Brakes for tractor-trailer safety
AS21 First aid in agriculture

*** EMAS leaflets**

MS(A)1 Lead and you
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MS(A)4 Study of asbestos workers
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MS(B)1 Ulceration of the skin and inside the nose caused by chrome
MS(B)3 Anthrax
MS(B)4 Effects on the skin of pitch and tar
MS(B)5 Skin cancer caused by oil
MS(B)6 Occupational industrial dermatitis
MS(B)7 Poisoning by pesticides

Guidance Notes

Guidance Notes (price 30p each) are too numerous to list here but are published under five headings:
Medical
Environmental Hygiene
Chemical Safety
Plant and Machinery
General.

Enquiries to HMSO

* *Free of charge*

Patents recorded 'licences of right'

Under section 46 of the Patents Act 1977 the register was noted 'licences of right' in respect of the following patents on the dates specified:

30 August 1978

980561 Ford Motor Co Ltd
Clutch and brake control assembly
1000323 Ford Motor Co Ltd
Hyper-eutectic aluminium silicon alloys
1010887 Ford Motor Co Ltd
Hydrodynamic torque converters
1018539 Ford Motor Co Ltd
Automatic change-speed transmission
1074269 Ford Motor Co Ltd
Automatic transmission for a motor vehicle
1093693 Ford Motor Co Ltd
Pistons for internal combustion engines
1120527 Ford Motor Co Ltd
Door opening arrangement.
1160562 Ford Motor Co Ltd
Electrocoating compositions and electrocoating bath control
1171898 Ford Motor Co Ltd
Differential gearing mechanism with differential pinion bearing pockets
1216057 Ford Motor Co Ltd
Overdrive gear system
1216799 Ford Motor Co Ltd
Multiple range power transmission mechanism
1216970 Ford Motor Co Ltd
Lamp socket and printed circuit assembly
1230063 Ford Motor Co Ltd
Air cleaner
1235955 Ford Motor Co Ltd
Power transmission mechanism
1236115 Ford Motor Co Ltd
Method of casting
1237306 Ford Motor Co Ltd
Cutting tool
1251574 Ford Motor Co Ltd
Permanent magnet dynamoelectric machines
1274998 Ford Motor Co Ltd
Anodic electrodeposition of paint
1278890 Ford Motor Co Ltd
Resistance building electrode
1292950 Ford Motor Co Ltd
Window regulator mechanism
1295748 Ford Motor Co Ltd
Energy absorbing steering column assembly
1311258 Ford Motor Co Ltd
Clutch disc
1316527 Ford Motor Co Ltd
Vacuum spark advance cutoff
1317233 Ford Motor Co Ltd
Pressure distributor valve construction for power steering gear mechanisms
1320820 Ford Motor Co Ltd
Thermocouple probe
1326510 Ford Motor Co Ltd
Wide-band non-inductive frequency doubler
1328893 Ford Motor Co Ltd
Gas turbine ceramic regenerator
1330571 Ford Motor Co Ltd
Speedometer for an automative vehicle
1330572 Ford Motor Co Ltd
Energy-absorbing steering control system
1334562 Ford Motor Co Ltd
Four-speed ration planetary transmission
1337157 Ford Motor Co Ltd
Fastening assembly
1337293 Ford Motor Co Ltd
Door latch mechanism
1352668 Ford Motor Co Ltd
Change speed transmission for a motor vehicle
1354083 Ford Motor Co Ltd
An overrunning clutch forming part of the driveline
1356906 Ford Motor Co Ltd
Rotary positive displacement pump
1364765 Ford Motor Co Ltd
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1365114 Ford Motor Co Ltd
Automotive transmission mechanism having four forward driving speed ratios
1391890 Ford Motor Co Ltd
Fuel vapour control device
1396023 Ford Motor Co Ltd
Anti-dieseling carburettor
1410662 Ford Motor Co Ltd
Moulding powders
1410775 Ford Motor Co Ltd
Moulding powders
1419436 Ford Motor Co Ltd
A shock absorber assembly for motor vehicles
1445916 Ford Motor Co Ltd
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Variable area venturi carburettor for an internal combustion engine
1451853 Ford Motor Co Ltd
Exhaust gas recirculating system
1453177 Ford Motor Co Ltd
Apex seal for a rotary engine
1454186 Ford Motor Co Ltd
Independent front suspension
1468731 Ford Motor Co Ltd
Motor vehicle having power steering
1483355 Ford Motor Co Ltd
An internal combustion engine having an exhaust gas recirculating system
1340897 Sumitomo Chemical Co Ltd
Improvements in or relating to novel catalyst compositions and their use in the production of alkylidene-bridged ring compounds
1353498 Sumitomo Chemical Co Ltd
Improvements in or relating to production of 1,3-cyclooctadiene
1355688 Sumitomo Chemical Co Ltd
Isomerisation of olefenic hydrocarbons
1374987 Sumitomo Chemical Co Ltd
Method for isomerisation of alkenyl-benzene compounds
1398684 Sumitomo Chemical Co Ltd
Novel process for preparing aromatic organic isocyanates
1403455 Sumitomo Chemical Co Ltd
Improvements in or relating to methods for the stabilisation of norbornene compounds, and stable compositions containing them
1403456 Sumitomo Chemical Co Ltd
Improvements in or relating to methods for the stabilisation of norbornene compounds and stable compositions containing them
1446135 Sumitomo Chemical Co Ltd
Process for preparation of a palladium complex compound
1457913 Sumitomo Chemical Co Ltd
Production of aromatic isocyanates
1458571 Sumitomo Chemical Co Ltd
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1469414 Sumitomo Chemical Co Ltd
Process for preparing acid amides
1293582 Agfa-Gevaert Aktiengesellschaft
Improvements in and relating to film take-up means for photographic cameras
1383593 Poclain
A machine comprising a chassis and an articulated tool-carrying jib
1430360 Ming-Kong Chan
Gas lantern assembly
1438576 Greenwood Mills
Strand tester

Any person who claims that the proprietor of the patent is, and was at the time of entry, precluded by a contract in which the claimant is interested from granting licences under the patent may, within three months after the making of the relevant entry, apply to the Comptroller on Patents Form 31/77 for cancellation of the entry.

I. J. G. Davis, Comptroller

Government sales

27 September 1978 – Miscellaneous stores

Location:
British Eurocrest Hotel, Filton Road, Hambrook, Bristol

Auctioneers:
Russell Baldwin and Bright (Dept L), 20 King Street, Hereford (0432 55441)

Stores lying at Hereford and other depots including furniture, carpets, clothing, blankets, machine tools, electronic and electrical spares, MT spares, petrol engines, fork lift trucks and seven vehicles.

5 October 1978 – Miscellaneous stores

Location:
Hilltop Motor Hotel, London Road, Carlisle

Auctioneers:
Harrison and Hetherington (Dept L), Borderway Mart, Rosehill, Carlisle (0228 26292)

Stores lying at RAF Carlisle and other locations including clothing, webbing items, furniture, typewriters, machine and hand tools, aircraft spares, electronic spares, instruments, photographic equipment, various metals, vehicles and other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 40p, postage 15p.

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New publications

Taxing foreign subsidiaries

Companies hoping to establish operations in a foreign country are invariably confronted by a profusion of complicated legal regulations designed to control their activities and to ensure that the host country benefits in some way from their presence. The amount of taxation liable to be levied on a company's profits and on employees' salaries is bound to influence important decisions such as where to establish a concern and the precise form of business organisation – for example whether it should be a branch of the parent company or a subsidiary which, although still subject to parent company control, would enjoy separate legal status. An informed decision can only be taken when all the legal implications have been mastered and carefully weighed but, given the many differences that exist between national taxation systems, this is by no means an easy task.

Professor Frommel, an authority on international taxation law, has ably confronted these problems in a revised, expanded and updated edition of his well-received comparative guide to the tax legislation of 18 western European countries, Canada and the United States as it affects the fortunes of foreign firms in those countries. He has retained the admirably clear and concise style and organisation of the previous edition.

The information is presented in a series of short, numbered and headed paragraphs and the text is supported by a detailed table of contents, an extensive bibliography, and several clearly laid out tables listing significant legislation, treaties and cases. Case histories are introduced throughout the book to illustrate the application of particular legal points thus leaving the decision-makers, for whom the guide is intended, in little doubt that a thorough knowledge of the letter of the law is inadequate without a supporting knowledge of the ways in which it has been interpreted.

Taxation of branches and subsidiaries in western Europe, Canada and the USA, by S. N. Frommel. 2nd edition. Kluwer Publishing Ltd, 1978. 296 pages; paperback, £13.50 (ISBN 0 903393 22 0).

Permission to plan

Putting up a new building, or changing an existing one to a new use, requires planning permission – a process that has inevitably become more complex. And so a helpful booklet, recently prepared by the National Building Agency for the Department of the Environment, is especially welcome.

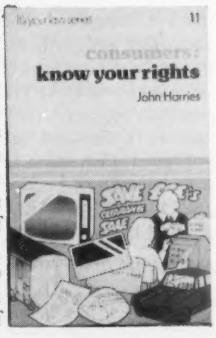
Providing practical guidance on how to obtain planning permission for industrial development in England and Wales, it is intended to be of particular help to small and medium-sized firms. Recognising the importance of approaching things in the right order, it provides a step-by-step guide to the typical sequence of actions to be followed. Particular emphasis is placed on the value of an informal meeting with a planning officer at an early stage to discuss all the fundamental issues. The booklet should prove a considerable help in smoothing the way through the sometimes daunting procedures.

As well as giving a detailed description of how to make the application, the booklet also discusses the problems that may arise and the nature of existing planning legislation.

It is intended only as a guide: more complete information can be obtained from the numerous addresses given in a valuably comprehensive appendix. However, it does provide a most useful introduction to an involved subject.

Planning permission: a guide for industry, prepared by the National Building Agency. Department of the Environment (Central) HQ Establishment, Information Division, Building no 3, Victoria Road, South Ruislip, Middlesex HA4 0NZ. 1978. 30 pages; paperback, free.

It's your law



The Oyez 'It's your law' series is written in a straightforward commonsense way to clarify for the layman, the law on the subject on which he seeks advice. We now have the eleventh in the series the purpose of which says its author, John Harries, is to view a business from the customer's side of the counter.

The very full contents list and index direct the reader easily to the relevant section dealing with his particular problem. Whether it be the pitfalls of purchasing goods or services, liability for defective products, delivery dates, credit cards, and so on. The last two chapters describe organisations protecting the consumer in this country and the EEC, showing how they relate to and interlock with, each other.

The chapter on the EEC lists directives in the consumer field, draft directives under discussion and other consumer recommendations, surveys and matters of current concern.

The field of consumer interest is now so wide and new statutory instruments come into force so frequently, that it is difficult to keep up-to-date with developments. However, this book is a helpful aid for the general reader, faced with a consumer problem and a good concise survey of the state of the law to within a few months of publication.

Consumers: know your rights, by John Harries. Oyez Publishing Ltd. 1978. x, 213 pages; paperback, £3.95. (ISBN 0 85120 342 6).

Readers requiring copies of any of the publications mentioned on this page, should contact a bookseller or the publisher given at the end of each review. No requests for copies should be sent directly to *Trade and Industry*, unless otherwise stated.

Institutional investment poised on the brink

If the private shareholder is by no means yet dead, he is certainly a declining presence in the British stock market. Institutional investors such as investment trusts, pension funds and unit trusts are poised on the brink of owning over 50 per cent of the quoted equities in UK registered companies.

This is revealed by a recent study, sponsored by the Institute of Chartered Accountants Research Committee, which was set up to examine the growth and effect of the shift of power from the individual to the institution. No study of this subject has yet been carried out in Britain, in contrast to considerable research in the United States.

Data for this study are, the authors acknowledge, defective and difficult to analyse. They have therefore devoted nearly half the book to presenting fully the relevant statistics from a variety of both official and unofficial sources. From this, they attempt to plot the behaviour of institutional investors in recent years and to extrapolate trends in ownership patterns. An attempt is also made to measure the effects of this growth both on company managements and on the stock market as a whole (where the authors are able to usefully deploy comparative United States data).

A final chapter provides a brief summary of the report together with some thought-provoking findings of long-term implications.

Institutional investors, by Richard J. Briston and Richard Dobbins. Institute of Chartered Accountants in England and Wales, Chartered Accountants Hall, Moorgate Place, London EC2P 2BJ. 1978. vii, 216 pages. £9.50 (ISBN 0 85291 190 4).

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Putting new heart into the wool textile industry

In July 1973, the government launched the wool textile industry scheme, a programme of financial assistance designed to bring about substantial modernisation of the UK industry. Introduced under section 8 of the 1972 Industry Act as a specially designed industry-wide scheme, it was the first of its kind. Implementation of the scheme was completed in December last year and a detailed assessment of the operation and effects has been carried out by an analysis of trends in the industry and by discussions with companies, both participating and non-participating, and trade union representatives. This article summarises the assessment's main findings.

Drawing operation prior to worsted spinning.

One of Britain's oldest manufacturing industries, wool textiles produced goods worth £1,200 million in 1977. The industry's products are diverse, as are its raw materials, which include wool, hair and other natural fibres, and a large proportion of synthetic fibres processed on the woollen and worsted systems. It employs 78 000 people, concentrated mainly in west Yorkshire but with some 13 per cent of the total in Scotland, and is a large exporter: depending on the product, between 10 and 41 per cent of output (worth 17 to 53 per cent in value terms) goes overseas.

A notable feature of the industry is the relatively high proportion of small companies heavily involved in exporting. Nevertheless, demand from domestic clothing, carpet and machine-knitting industries continues to have an important call on the industry's total output.

The market for UK wool textiles has declined over many years, partly as a result of the industry's slowness to respond to changing demands with consequent loss of market to competitors, and partly because of growing competition from low-wage economies and competition from synthetics. The result has been long-term over-capacity, retrenchment and low investment.

The problems of the industry were examined by consultants W. S. Atkins and Partners, on behalf of the wool textiles economic development committee, and their report, 'The strategic future of the wool textile industry', was published in 1969. Discussion of the report's findings between the then Department of Trade and Industry, the wool textiles economic development committee and the industry led to the formulation of the wool textile industry scheme. The objective was to improve the industry's competitive position by providing it with assistance to modernise production facilities; improve industrial structure; and eliminate uneconomic excess capacity.

Nature of the scheme

The scheme contained four elements: a 20 per cent cash grant towards the buying of new machinery; a 30 per cent grant for new buildings (in both cases net of any regional development grant paid in assisted areas); interest relief grants for rationalisation; and cash grants to companies and plants being closed down based upon turnover and quantity of machinery scrapped. In view of the over-capacity in the industry, re-equipment grants were paid only for new machinery, where previously used capacity was scrapped.

The scheme was welcomed by the industry which recognised that much of its equipment was coming to the end of its useful life and that, faced with strong competition, it was necessary to invest to survive. Between July 1973 and December 1977, when implementation of projects was virtually complete (the last date for applications was 31 December 1975), some 30 per cent of plants in the industry, accounting for over 60 per cent of the industry's employment, received assistance (see below).

How the money was spent

	Number of projects	Government expenditure on grants £ million	Associated investment by industry £ million
Category 1 Re-equipment	87	2.7	13.7
Category 2 Re-equipment and re-building	106	11.5	55.0
Category 3 More comprehensive expenditure on rationalisation	8	0.3	1.1
Realisation (plant closure)	89	1.9	—
Woolcombers Mutual scheme (for reduction of combing capacity)	11	0.3	—
	301	16.6	69.8

Operation of the scheme

There was a sharp increase in investment, both in plant and in building, between 1973 and 1975. The increase was particularly marked compared both with other textile industries and with manufacturing industry generally. Companies were prepared to consider investment at this time because of the previous long period of low investment and the upturn in demand in 1971-72, which had improved cash flow. However, discussions with companies confirm that both the scale and type of investment was significantly affected by the scheme (see below).

To qualify for full grant for installation of new machinery under the scheme, companies had to scrap capacity equivalent to 100 per cent of newly installed capacity in the case of combs and to 90 per cent in the case of carding sets, spindles, looms and dyeing equipment. The majority of companies interviewed said that without the scheme old capacity would have been kept or sold off slowly. Instead, the scheme forced companies to undertake radical reorganisation within the short period set by the scheme deadline. Apart from the benefit of clearing out obsolete, excess capacity, success in achieving such reorganisation promoted self-confidence in a number of companies. Capacity overall has probably been reduced in those companies which re-equipped but plant utilisation has greatly increased, largely through increased shift-working.

The level and terms of assistance were broadly regarded as satisfactory by the industry. Although some aspects of the scheme presented difficulties for smaller companies, it was generally accepted that any relaxation of the terms would have tended to diminish the effects on modernisation.

Further reduction in capacity was achieved through the realisation scheme. While this was largely taken up by small companies already considering closure, it did generally bring forward and ease the closure decision.

The rationalisation aspect of the scheme, however, made little impact, mainly because of the lack of companies willing to acquire more interests in the industry and the deadline was rather tight for the complex planning required. A stage 2 scheme has been introduced specifically to encourage rationalisation.

The Woolcombers Mutual Association scheme has been operated by the industry since 1933 to promote orderly scrapping of excess capacity in that sector of the industry. During the wool textile scheme, the govern-

Wool textile industry investment 1968-76

£ million

	1968	1970	1971	1972	1973	1974	1975	1976
Plant and machinery	13.0	14.2	13.2	15.2	22.3	28.7	31.9	25.8
New buildings	2.2	3.3	1.9	1.8	4.6	6.1	4.9	4.2

ment made grants per comb scrapped to the association, which allowed higher compensation to be paid to companies. The combing companies who were interviewed and the Woolcombers Mutual Association found the period of government involvement valuable because they considered that the higher compensation encouraged more scrapping than would otherwise have occurred at that time and companies that continued in business were encouraged to clear out excess capacity.

Companies were eligible for assistance only if they had consulted with their unions under the code of practice agreed between employers and trade unions. While there were some reservations about this aspect of the scheme, generally it operated satisfactorily and attitudes on both sides tended to improve through the co-operative contact.

Effects of the scheme

In looking at the effects of the scheme on performance, it is important to bear in mind the direction in which the industry was moving before its introduction. Generally the companies and trade union representatives interviewed took a very pessimistic view of the outcome for the UK industry if investment had continued at the low pre-1973 level. Many believed that much of the industry was in jeopardy. Those who were enthusiastic about the scheme and thought it had been highly beneficial to the industry saw the benefit in terms of holding the industry's position, controlling the decline or providing a nucleus of the industry with an assured future, rather than in terms of producing any dramatic upturn in trends. The fact that low investment is only one of the problems that has beset the industry was also emphasised.

While it is clear that the scheme has influenced investment, implementation was concluded only in December 1977 so the full effects have yet to emerge. Preliminary indications suggest, however, that although output overall is currently at a lower level than in the past, the position may now have stabilised following a long period of decline. Despite recent unfavourable market conditions, in line with the general economic recesssion, now that the disruptions accompanying reorganisation under the stage 1 scheme have been surmounted, there are clear signs that modernisation has enabled companies to widen their markets and to compete in higher quality markets, particularly in the export field.

Under the influence of a variety of factors, the pattern of trade in wool textiles has been changing considerably and, while the multi-fibre arrangement will help to stabilise import penetration into the UK, it is to increased exports that the industry looks to improve its balance of trade. Interviews with companies indicate that re-equipment was most important as a prerequisite for developing new markets, especially in intermediate products.

Because of changes in machinery and in types of product, measurements of changes in productivity and in cost per unit of output are not straightforward. Nevertheless, some notable improvements have already been made by companies with the aid of their new equipment and there is considerable potential for further improvement when demand revives.

Both management and unions recognised that further contraction in employment in the industry was inevitable, but unions have accepted the situation in the expectation that the scheme will help to provide a more certain and stable livelihood. Nevertheless, the industry still provides relatively low-paid employment and inadequate career opportunities. Re-equipment, together with an associated increase in shift-working, has affected the structure of the workforce by reducing the proportions of women and older people employed. Despite some restructuring of skill requirements, adaptation to the re-equipment programme proceeded smoothly, aided by the training courses provided by the machinery manufacturers, but the industry continues to face problems of skilled labour shortages.

In all major respects the scheme has already brought about a most encouraging improvement in the performance of the industry. As the effects work through, and as demand revives, there remains substantial potential for further improvement. A most salutary feature of the assessment is to bring home the diversity of the industry and the many specific ways in which improvements can be achieved.

Simple generalisations are not appropriate, but the process of modernisation has clearly put new heart into the industry at all levels and has encouraged it to proceed with further modernisation under the stage 2 scheme.

Encouraging improvement in wool textile industry – Cryer

'The wool textile scheme has put new confidence into the industry at all levels and has already brought about a most encouraging improvement in the industry's performance,' said Bob Cryer, Parliamentary Under-Secretary of State for Industry in Bradford on 11 September.

Announcing the report on the assessment of the effects of the government's scheme of financial assistance, Mr Cryer said that as the effects worked through, and as demand revived, there remained substantial potential for further improvement.

Some £270 million had been allocated to the wool textile industry scheme – one of 14 sectoral schemes designed to meet the specific needs of key sectors of industry. Many of the schemes were introduced or improved in response to recommendations by the tripartite sector working parties, set up nearly three years ago, when the Industrial Strategy was launched. So far, assistance of £170 million had been offered under the schemes to support total investment costs of £862 million on 1715 projects, Mr Cryer said.

'The schemes are, therefore, a good example of the positive contribution the government is making to achieving the objectives of the Industrial Strategy.'

Assessment available

Copies of the report, 'The wool textile industry – an assessment of the effects of selective assistance under the Industry Act 1972', may be obtained from Department of Industry, Chemicals and Textiles Division 3b, Ashdown House, 123 Victoria Street, London SW1E 6RB.

Spinning machines at W. and J. Whitehead (Laisterdyke) Ltd's new installation.

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver.

High Court of Justice
Senior Official Receiver: J. B. Clemetson

Bankruptcy
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: D. A. Thorne; G. B. Gillvray

Companies Winding-up
Atlantic House, Holborn Viaduct, London EC1N 2HD
(Tel: 01-583 8931)
Official Receivers: L. R. Bates; N. Saddler; H. W. J. Christmas

Birmingham
Commercial Union House, Martineau Square, Birmingham B2 4UP
(Tel: 021-236 8831/7)
A. K. Sales; J. F. Hirst

Bournemouth
Burlington Arcade, Bournemouth BH1 2JS
(Tel: 0202-28208/9)
C. G. Churcher

Bradford
West Riding House, Cheapside, Bradford BD1 4LJ
(Tel: 0274-33651/2)
K. H. Bidmead

Brighton
Windsor House (East Entrance), 30-35 Edward Street, Brighton BN2 2JZ
(Tel: 0273-604301/2 and 688265/8)
J. F. O'Reilly

Bristol
Sun Alliance House, 4 Colston Avenue, Bristol BS1 4BN
(Tel: 0272-290268)
D. S. Clackett

Cambridge
49 Bateman Street, Cambridge CB2 1LT
(Tel: 0223-58911)
W. J. Llewellyn

Canterbury
Lombard House, 12-17 Upper Bridge Street, Canterbury CT1 2NQ
(Tel: 0227-62070 and 65037)
A. Rout

Cardiff
3rd Floor, Hayes House, The Hayes, Cardiff CF1 2UG
(Tel: 0222-30575/6/7)
R. G. Waldron

Chester
Dee Hills Park, Chester CH3 5AR
(Tel: 0244-21471/2)
H. Robertson

Croydon
Park House, 22 Park Street, Croydon CR9 1TX
(Tel: 01-681 2633)
R. A. D. Copper

Exeter
Eastgate House, High Street, Exeter EX4 3JU
(Tel: 0392-36886)
A. J. Seldon

Gloucester
Grosvenor House, Station Road, Gloucester GL1 1ST
(Tel: 0452-21658/9 and 27997)
H. W. Kirkwood

Hull
Beverley House, St Stephen's Square, Hull HU1 3XF
(Tel: 0482-23720 and 23729)
J. E. Friend

Ipswich
St Clare House, Greyfriars, Ipswich IP1 1LX
(Tel: 0473-56731)
B. C. Wade

Leeds
Pearl Chambers, East Parade, Leeds LS1 5BX
(Tel: 0532-448851)
V. Duffy

Leicester
Prospect House, 94 Regent Road, Leicester LE1 7DE
(Tel: 0533-222513)
H. Roach

Liverpool
2nd Floor, Barratt House, North John Street, Liverpool L2 6SZ
(Tel: 051-236 9131/2)
K. Matthewson

Manchester
Townbury House, 11 Blackfriars Street, Salford M3 5AB
(Tel: 061-832 2471)
W. A. Bishop; F. A. Lanaway

Newcastle upon Tyne
3rd Floor, 4 St Nicholas Buildings, St Nicholas Street, Newcastle upon Tyne NE1 1RF (Tel: 0632-21104/5)
R. Graham

Northampton
90 Abington Street Northampton NN1 2BX
(Tel: 0604-37288/9)
W. J. Llewellyn

Norwich
Davey House, Castle Meadow, Norwich NOR O2D
(Tel: 0603-28983/4)
B. C. Wade

Nottingham
Severns House, 20 Middle Pavement, Nottingham NG1 7DW
(Tel: 0602-51596/8)
W. W. Jordan

Plymouth
63 New George Street, Plymouth PL1 1RD
(Tel: 0752-68554)
A. J. Seldon

Reading
PO Box No. 40, Monarch House, 75-79 Caversham Road Reading RG1 8AW
(Tel: 0734-581931/5)
E. A. Perkins

Rochester
Gordon House, Star Hill, Rochester
(Tel: 0634-42603 and 46906)
A. Rout

St Annes-on-Sea
Petros House, St Andrews Road North, Lytham St Annes FY8 2JD
(Tel: 0253-721271)
M. Clark

Sheffield
8/12 Furnival Gate, The Moor, Sheffield S1 4QN
(Tel: 0742-26691/3)
T. Wilks

Southampton
Western Range, 83-85 London Road, Southampton SO9 1NQ
(Tel: 0703-23348/9 and 23340)
C. G. Churcher

Southend
2nd Floor, Colman House, 61 Victoria Avenue, Southend-on-Sea SS2 6EF (Tel: 0702-41316/7)
J. M. Christensen

Stockton
4 Bridge Road, Stockton-on-Tees, Teesside TS18 3BP
(Tel: 0642-65598/9)
R. Graham

Stoke
London House, Hide Street, Stoke-on-Trent ST4 1QN
(Tel: 0782-45256/8)
A. N. Percy

Swansea
5th Floor, Sun Alliance Building, 166/167 St Helens' Road, Swansea SA1 5DL (Tel: 0792-42861/3)
P. W. Nunn

Watford
40 Clarendon Road, Watford WD1 1HJ
(Tel: 92-44288)
F. L. Sage

Technology news

Mapcon makes headway

A promising start has been made by Mapcon, the consultancy support part of the Department of Industry's microprocessor applications project (MAP) which was launched at the beginning of July (*Trade and Industry*, 7 July 1978, page 2). A register of 60 authorised consultants has been compiled and five applications by manufacturers for consultancy fee refunds have been approved.

Of the £15 million allocated to MAP, £3 million is being made available for feasibility studies and consultancy support. This support provides for a refund of up to £2,000 of the cost of consultancy work to companies seeking professional advice on the potential for microprocessor installations and processes within their own manufacturing units or for the incorporation of microprocessors in an end-product. Management and operation of Mapcon is being carried out by the department's Warren Spring Laboratory.

The authorised list of consultants includes individuals and organisations offering to undertake consultancy services on feasibility studies in the application of microprocessors. It is made available to companies seeking consultancy support under Mapcon. The consultants are categorised according to whether they just produce study reports and software for clients; are prepared to undertake equipment purchase and commissioning of systems; have the facility to manufacture special equipment which may be integrated with other manufacturers equipment; or manufacture a standard product line and offer advice and assistance with the application, tailoring and installation of their products. The size of the organisation or whether it is an individual consultant is indicated.

The five applications for the refund of up to £2,000 of consultancy fees so far approved include one potential application of microprocessors in a company's manufacturing process and four for the use of microprocessors in an end-product. The refund is obtained after the completion of the feasibility study and requires simply the production of a copy receipt of payment of the fee and a summary of the results.

Warren Spring Laboratory's Mapcon operation is straightforward and uncomplicated. A minimum of information is required and a quick turnround of applications is provided. A simple one-side of the page form is all that need be completed by either applicants for inclusion in the list of consultants of companies wishing to avail themselves of the consultancy fee refund.

Consultants or companies wishing to use the scheme should contact Mapcon, Department of Industry, Warren Spring Laboratory, PO Box 20, Gunnels Wood Road, Stevenage, Hertfordshire SG1 2BX, tel. Stevenage 3388, telex 82250.

Trials of sea-bed 'swimming pool' successfully completed

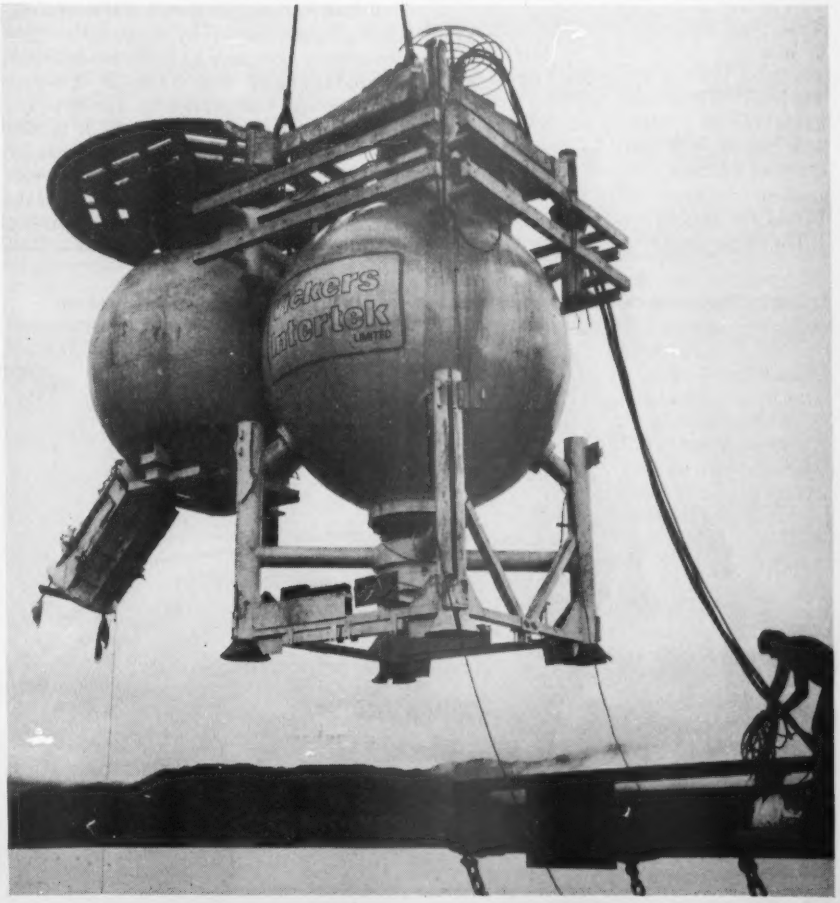
Extensive underwater trials have proved the success of an entirely new system developed by Vickers-Intertek Ltd to provide a safe and cost-effective way of carrying out work on sea-bed installations. The trials, held at the Kyle of Lochalsh, Scotland, were completed on 7 September.

During the trials a wellhead chamber – designed on the one atmosphere neutrabaric principle – has been installed on a dummy subsea oil wellhead in both 80 ft and 400 ft of water. A Vickers Oceanics submersible has successfully mated with the chamber and men have transferred from the submersible to carry out typical installation and maintenance tasks on the wellhead. They have done this on a number of occasions with the water pressure in the chamber reduced to normal atmospheric pressure.

The neutrabaric system has been developed to give technicians access to subsea oil and gas installations at normal atmospheric pressures, eliminating the need for decompression procedures. A wellhead chamber in the form of a steel spherical pressure vessel, 3.4 m in diameter, encapsulates the wellhead equipment. Connected to this is a control chamber, 3 m in diameter, fitted with control equipment and power packs. A docking chamber, attached to the control chamber, provides the mating interface with submersible.

In a typical operation the two-chamber apparatus is lowered and locked onto a wellhead on the seabed without the use of divers. The chambers are water-filled at the ambient pressure of the seabed. A manned submersible then joins up with the chambers and the chambers' water pressure is reduced to atmospheric. The technicians transfer from the submersible to carry out either installation or maintenance tasks in a 'swimming pool' environment within the wellhead chamber, using scuba diving equipment. At all times, both in the submersible and in the neutrabaric chambers, the technicians are in an atmospheric

The neutrabaric chamber assembly being lowered into the water off the west coast of Scotland.



pressure environment. This avoids the need for costly and time consuming decompression procedures.

Electrical, hydraulic, control and life support systems are supplied from the submersible. This requires no umbilicals from the surface and the support vessel need not therefore be anchored at all, let alone above the wellhead. The combination has been successfully deployed on many occasions in force 6 conditions.

The system greatly increases the ease with which maintenance work can be carried out on the sea bed and provides a safer working environment. Both the capital and installation costs are favourable and operating costs will be significantly reduced due to the speed and flexibility of the system which considerably reduces the normal wellhead downtime.

The Vickers-Intertek technique is the product of two years' intensive development sponsored by nine major British, American and Norwegian organisations – all with interests in the offshore oil and gas industries. The sponsors are British Petroleum, BNOC, Gas Council, Amoco, Norske Hydro, Saga Petroleum, GEC/Marconi and the Department of Energy. Throughout the development, the sponsors have provided a technical oversight which has ensured that the system meets oil industry standards.

Linear motor drives high-speed underground train

A new train, designed for high-speed transport in mines, is being used by Gyro Mining Transport Ltd as a test bed for a linear motor. The train – still in research form – is currently under trial at a mine in northern England. This version will carry 36 passengers at a speed of 48 km/h and will travel up a 1:10 gradient. Further versions with a capacity of 76 and 196 passengers are envisaged.

The linear motor produces motive power through straight line thrust rather than by the more conventional rotative torque. When the linear motor is energised three electromagnetic fields are set up. These combine to produce a moving field that reacts on a special plate set in the track, between the running rails, providing linear motion by thrust. The reaction plate is separated from the linear motor by an air gap. Two forms of power supply are being investigated; a flame-proof diesel generator and an overhead electric collector system.

When used on underground track the maintenance of the air gap cannot be guaranteed, due to the undulating floors in mines and the varying heights of the seam. The company has overcome this problem by mounting the linear motor on its own wheel-mounted bogie running on the reaction rail. The linear movement is transmitted from the linear bogie into the train bogie by drive points that allow the train bogie to move vertically up and down, while the linear motor follows the reaction rail maintaining the air gap and thus the linear movement.

British experts to prepare Saudi Arabian water plan

The Ministry of Agriculture and Water of Saudi Arabia has entered into a contract with the British Arabian Advisory Company Ltd for the secondment of five water resource experts to undertake the first stage of the preparation of a national water plan for Saudi Arabia.

British Arabian Advisory is a United Kingdom company formed by the Saudi Arabian Investment Company Ltd with headquarters in Jeddah and the National Research Development Corporation in London. The primary purpose of the company is to offer expertise, know-how and inventions that are available in the United Kingdom and which are applicable to the needs arising from the national development plans of Saudi Arabia and other middle east countries.

The water resource experts, all of whom are with the Department of the Environment, central water planning unit in Reading, are expected to start their work in Riyadh this month. They will review and assess the water resources of Saudi Arabia to provide an estimate of the total availability of water, a list of strategic options for its development and orders of cost and priority. Further specialist studies will be undertaken by other British experts later.

The unit in Reading was set up in 1974 when the water industry in the United Kingdom was reorganised. It provides a common service to the National Water Council, the water authorities and the British government. Its principal functions are to keep under review national and strategic aspects of water services planning and operation in England and Wales, to identify problems likely to arise in connection with possible long-term developments and to carry out, or promote, related studies including the development of planning techniques.

CAA handbook explains condition monitored maintenance

An explanatory handbook, 'Condition monitored maintenance' issued by the Civil Aviation Authority provides general information on the concepts and practices of aircraft maintenance control by the use of condition monitored maintenance programmes.

The publication is intended not only to provide background information to new requirements, reflecting current practice and developments, which will be published in section A of the British civil airworthiness requirements but also to assist operators in showing compliance with the new requirements.

The traditional maintenance concepts of servicing, inspection, overhaul and replacement are preventative processes, whereas condition monitoring is a process whereby information gained from operational experience is collected, analysed and interpreted on a continuing basis as a means of implementing corrective actions. It can be applied to modern, multi-engined, transport category aircraft which incorporate in their design safeguards against the complete loss of function which a system is intended to perform.

So that the publication may serve a dual purpose and be of use in training schools and colleges as well as in industry, the level of exposition is such that it should be intelligible to persons without specialist knowledge of aircraft maintenance practices, past or present.

Appendices give details of the logic analysis process used for deciding which maintenance process should be applied to each part of the aircraft, the data flow channels, 'alert level' calculations which are a fundamental part of the condition monitoring process, typical data displays, and a glossary of terms.

'Condition monitored maintenance an Explanatory Handbook' (CAP 418) price 80p plus postage and packing obtainable from Printing and Publications, PO Box 41, Cheltenham.

Driven by linear motors, this proposed new train for use in mines moves off on a test run.

New products

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Surface analysis provided in less than a week

A surface analysis service offered by Loughborough Consultants Ltd has a turn-round time of less than a week so that it is particularly useful for problem solving and quality control on production components. The service is based on the use of a scanning Auger electron spectrometer, augmented by the comprehensive range of electron-optical equipment installed at the Loughborough University of Technology.

Auger electron spectroscopy enables the chemical composition of the topmost two or three atomic layers of a sample to be determined. As this is the region which affects adhesion, discoloration, catalysis, corrosion, wear and many other important characteristics, the technique is extremely valuable in solving problems encountered in a wide range of industries.

Using an electron beam with a variable spot size of less than 5 micrometres, it can detect all elements in a sample, except hydrogen and helium, with a sensitivity of better than one atomic percent of a monolayer. Successive surface layers can be removed by sputtering to allow changes in element concentration to be monitored as a function of depth. Analysis and sputtering can be carried out simultaneously by digital multiplexing routines, providing depth profiles through a thickness of several micrometres of material.

A visual image, with up to x2000 magnification, can be produced by scanning the beam, enabling accurate positioning of the analysis point on the sample. In addition, the Auger signal from a single element can be detected as the beam is rastered over the surface, allowing the spacial distribution of the elements to be obtained and displayed either as a line scan or as a chemical map.

Both crystalline and non-crystalline materials can be analysed in the form of metals, semi-conductors or insulators. Customers pay for the service on a 'per sample' basis, the cost varying according to the depth of the surface to be analysed. A fixed price is always given before the work starts, and discounts are available for quantities of samples. The instrument can also be hired by the day. Apart from its use in problem solving and quality control, the service is also intended to assist engineering and electronic companies in their research and development activities.

Further information: circle 157

Restricted headroom no problem for liftmate

This new 2-tonne payload fork lift truck 'shrinks' allowing it to enter and work in areas with restricted headroom. Benford Ltd's Liftmate 2000, is fitted with a 5 m two-section mast that retracts and then tilts back up to 42 degrees to give an overall height of only 2.5 m. This not only allows the truck to enter low-ceilinged barns and warehouses, but also to unload and load in the back of even small container lorries.

Another unusual feature of the 2000 is that its whole body and cab unit tilts forward to expose the engine and transmission for quick service access. For safety the unit is supported in the raised position by two solid steel props.

It has 4-wheel drive and hydrostatic power steering which combine with the vehicle's lightweight 3.6 tonnes (unladen) to give ease of manoeuvrability in all conditions. It is powered by a 29 bhp air-cooled diesel engine and its 'new generation' hydraulically operated oil-immersed multi-plate brakes are fitted to each half shaft. These are totally enclosed and sealed against the harmful effect of mud, slurry and water.

Further information: circle 158

Mast of this fork lift retracts and tilts back to a height of 2.5 m.

Process control workshop goes anywhere

A complete instrument workshop, installed in a standard 8 ft by 8 ft by 20 ft container, is the latest aid from Haven Automation Ltd, which enables all the components in process control loop to be tested on-site. The basic cabin can be transported by any means open to cargo containers and deposited precisely where it is required to be used. On-site the only operations required to bring the workshop into use are the connection of an electrical power supply and the unpacking of the loose items of equipment.

When used in a commissioning role on large process plant on land the workshop can be moved easily as required to different parts of the site. For use at sea the workshop can be deposited on the deck of a ship and even sail with her on trials or during shakedown voyages to monitor the engine room instrumentation. The transportability feature will also enable full workshop facilities to be available during the construction of oil pipe-lines where the unit can move from pumping station to pumping station. Drilling rigs and production platforms can now have a complete workshop winched aboard and virtually ready to work in a matter of an hour or so.

The air-conditioned containers are fitted with work benches, cupboards, equipment racks and desks, and are wired for lighting and power. A ¼ m^3/min compressor supplies compressed air to bench outlets and a pedestal drill is installed and wired. The test equipment includes a console comprising a pneumatic calibration module, an electrical test module, a temperature calibration module, a vacuum calibration module, and a low pressure manometer module. With this console alone it is possible to check and calibrate process control valves, actuators, transmitters, controllers, signal conditioners, switches, transducers – in fact all the components in a process loop.

Loose items of test equipment include pneumatic calibrators, a decade box, potentiometer, various types of multimeter, a dead-weight tester, comparator set, oscilloscope, resistance bridge, 'U' tube manometer, function generator, puffer hand calibrators – and a large selection of hand tools to the user's specification. Although the standard equipment has been selected to fill most of the requirements of instrument and control engineers, Haven Automation is quite prepared to install additional or alternative instrument test gear to suit specific inquiries.

Further information: circle 159

Jet pump dredges to 300 m

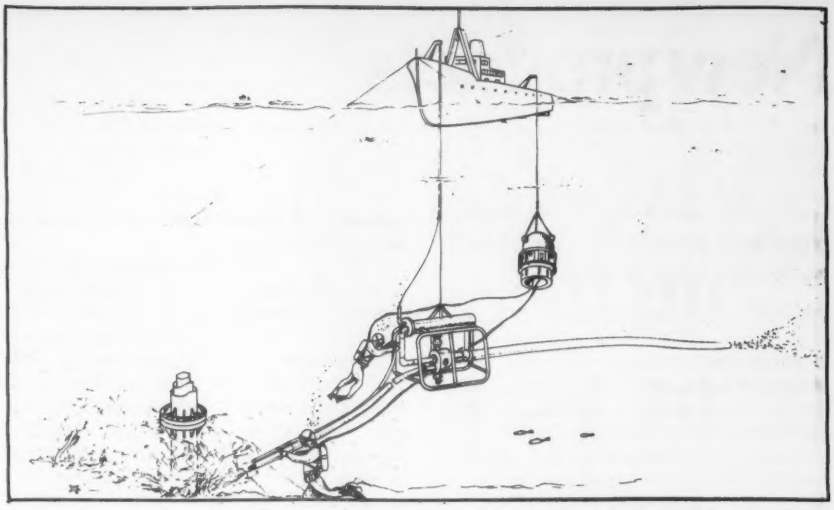
Alluvial Mining Ltd, the Basildon-based offshore services and equipment organisation, has introduced a versatile and powerful submersible jet pump system for use by divers in underwater clearance, maintenance, trenching and offshore mining operations. The system, which can be used in depths down to 300 m can handle particles up to 150 mm in diameter and has a maximum designed output of 60 tonnes/hour of free flowing sand with zero elevation when fitted with a 30 m flexible suction pipe and a 30 m discharge.

It consists of a sturdy tubular frame within which are mounted an electrically-driven, high-pressure water pump, mixing chamber, diffuser, 450 mm stilling tube and suction and discharge ports. The unit weighs approximately 1.5 tonnes and can therefore be easily handled by a 5-tonne derrick. In use, it can hang suspended from the vessel or stand on the sea bed.

The jet pump has a mild-steel body with wear-resistant materials for the mixing chamber and diffuser to permit such abrasive materials as sand and gravel to be dredged. The pump is also specially designed to allow 150 mm particles to be passed and it incorporates a hatch so that blockages caused by irregularly shaped objects or entrained trash can be easily removed underwater. Similarly, the stilling tube has a stainless steel screen to prevent entry of over-size trash. In addition, a take-off point for a remote jetting lance is provided so that divers can break up compacted material.

A unit is currently operating in the North Sea in 180 m of water on a pipeline maintenance contract removing silt from the trench prior to the replacement of a damaged section of oil pipeline. In such applications the discharge of material is on to the seabed away from the working area. In other applications where the material has to be brought to the surface, such as in seabed mining, the discharge pipe is connected to the vessel and if excessively deep can be boosted with additional units.

Further information: circle 160



Divers can undertake a wide variety of underwater tasks with Alluvial Mining's jet jump dredger.

Tooling range features new locking system

Advantages are claimed for the locking system of a new range of carbide tip toolholders introduced by Impero (United Kingdom) Ltd. The toolholders, known as the P series, are available in 12 styles both left and right hand to accept square, diamond and triangular shape tips.

The locking system is flush with the top of the tool with no impediment to swarf passage. There are only three components in the locking system and a total of six cover all the styles for any given size. Only 20 parts cover the whole P series. This is reflected in a lower investment requirement for spares.

The three components are a locking pin, a lever and a shim underneath the carbide tip. The pin tilts the lever which pulls the insert tight into location faces. The tilting action of the lever has a downwards component for the clamping action in the toolholder.

Because this tooling system does not incorporate any top clamp, or other loose parts, tips can be exchanged on the machine in a matter of seconds. The P series are intended for heavy metal removal applications and can utilise the latest coated carbide tips.

Further information: circle 161

High quality monitor for visual display units

Plessey Wound Products Ltd has developed a high-quality monochrone crt monitor. The new monitor is particularly useful to manufacturers of computer visual display units, particularly for such applications as word processing and phototypesetting, which require high character density displays. It is capable of displaying alphanumeric characters and basic graphics.

The suggested format is 25 rows of 80 characters each, giving a total of 2000 characters. Providing their own deflection coil and flyback transformer enables Plessey to match the characteristics of these components to the crt and so to obtain economically a very high-quality display. Corner focusing in particular is greatly improved. Up to 90 per cent of the screen area can be used.

The monitor has excellent linearity, with 2 per cent of raster height, and a high-quality picture geometry with a distortion of less than 1.5 per cent. The specially designed crt and deflection coil system gives a very compact monitor due to the use of a 110° crt, with 1000 line centre and 800 line corner resolution.

Currently, Plessey Wound Products is manufacturing 12 and 15 in sets. All drive circuitry is contained on a single, high-quality printed circuit board ensuring easy servicing and reducing potentially unreliable interconnections.

Further information: circle 162

Granulator soundproofed for plastics industry

Tantalic Engineering Ltd has designed for the plastic industry a new acoustic enclosure to reduce the constant high noise problems associated with granulator crushing plants to acceptable levels.

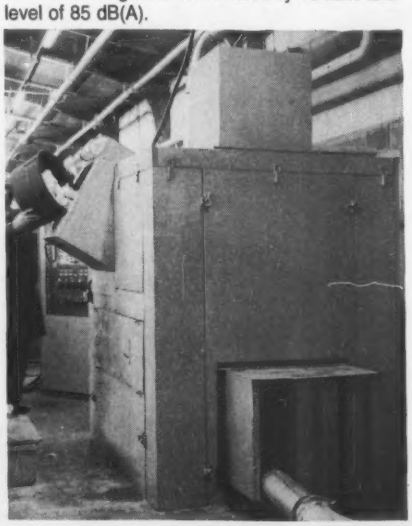
The first of the new enclosures, now available as part of Tantalic's standard range, has been installed at the Wavin Plastics, Ashford factory in Kent. At this factory Wavin was having to contend with the possibility of a steady and totally unacceptable 107 dB(A) noise level from granulators which crush reject plastic fittings for re-use.

To reduce this noise level to the 85 dB(A) that the granulator emits today, Tantalic not only had to enclose the body of the machine but the motor and drive assembly as well. The existing feed chute, usually constantly open to receive reject plastics, was also discarded and Tantalic engineers designed an entirely new heavy duty acoustically treated feed chute which has been successfully substituted in its place.

The whole enclosure has been ventilated, to prevent overheating, and many of the panels are removable allowing ready access to the machine for routine maintenance checks.

Further information: circle 163

Wavin Plastic granulator silenced by Tantalic to a level of 85 dB(A).



This page gives you more businessmen for your money

Trade and Industry has an audited circulation of nearly 14 000. And an estimated businessman readership of 33 000.*

The 1978 NBRC survey has shown just how important that circulation is among the people who matter.

Trade and Industry is a unique publication; with its direct access to government information, it presents up-to-date facts and figures which are often unobtainable from any other source. For the people who make the decisions, Trade and Industry is invaluable; it helps to keep them – and their companies – one step ahead. More and more people are reading Trade and Industry. 33 000 each week.

Put it on your media schedule and reach the real decision makers.

Ring Dudley Masters or Terry Day on 01-242 9478 and ask them why.

* Audit Bureau of Circulation certified average circulation for 1977: 13 541 copies. The 1978 NBRC Businessman Readership Survey gives estimated readership of 33 000.

Trade and Industry: the decision makers' magazine.

European community news

DES seeks views on EEC schools plan

Local education authorities, teacher associations and other interested bodies in England have been asked for comments by the Department of Education and Science on two sets of proposals submitted by the European commission to the community's education committee on the teaching of modern languages and education activities with a European content.

The commission's proposals on modern languages outline nine areas for co-operation. Particular prominence is given to extending and improving existing schemes for exchanges of modern language 'assistants', by a system of community grants. There are also proposals for helping pupil exchanges and for a small scheme of European community schools to reinforce language learning. Pilot projects are suggested in several fields.

The proposals for the support of education activities with a European content envisage a scheme of curriculum development projects, based on a preliminary feasibility study.

In inviting views on the commission's proposals the DES has drawn attention to their cost and has made it clear that at present the proposals for education activities with a European content do not take account of the fact that responsibility for the curriculum does not rest with central government.

The DES has invited views on the commission's proposals by 25 September. Separate consultations will be undertaken by the Welsh Office, the Scottish Education Department and the Department of Education for Northern Ireland.

The proposals arise from the resolution agreed by the nine's education ministers in December 1976, outlining a programme of educational co-operation in the community. They are being considered by the education committee with a view to the submission of resolutions to the ministers at a meeting expected to take place in Brussels on 27 November.

Chamber to hold lecture on Germany economy

Helmut Ronnenberg, managing director of the German confederation of employers associations will give a lecture on the subject of 'The Germany economy – business prospects and problems' at the London Chamber of Commerce and Industry on 25 September at 11.00.

Further details are available from Mr E. R. H. Hudepohl or Anti Russell, West European section, the London Chamber of Commerce and Industry, 69 Cannon Street, EC4, tel. 01-248 4444.

Two commission decisions under competition rules.

The European commission has found that from at least 1 January 1973 to 14 October 1977, Arthur Bell and Sons infringed the EEC's rules of competition, under article 85(1) of the Treaty of Rome.

On 21 September 1977 the commission started proceedings under article 3(1) of regulation 17 concerning conditions of sale applied by Bell's to its UK scotch whisky trade customers. It announced in the *Official Journal* of 26 August that Bell's explicit prohibition on exports from the UK to the rest of the community amounted to an infringement of the rules.

The company was also told by the commission that it should refrain from further action calculated to restrict exports by its UK trade customers. The decision was made on 28 July, published in the *Official Journal* L235/15 of 26 August (reference DG1V 29.440).

The commission published a decision against Wm. Teacher and Sons (reference DG1V 28.859) in the same edition of the *Official Journal*. The decision related to a notification made to the commission on 17 April 1974 by Teacher's of conditions of sale applied to scotch whisky trade customers established in the UK. The commission started proceedings on 21 June 1977 and found article 85(1) had been infringed since August 1974 in the notified conditions of sale, which prohibited exports from the UK to the rest of the community, and the resale in bond. The commission rejected the firm's request for exemption under article 85(3), and told the company to stop any infringements which still existed and to refrain from further action by means of such sales conditions.

Further information can be obtained from the Department of Prices and Consumer Protection, Fair Trading Division, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 7037.

Rodgers in Paris transport talks

Transport secretary William Rodgers met Joel Le Theule, the French transport minister, in Paris on 6 September for general and informal discussions about a number of inland transport issues of interest to the two countries.

The talks were held in the context of the countries' bilateral relations, and took into account matters which were likely to come before future EEC transport councils.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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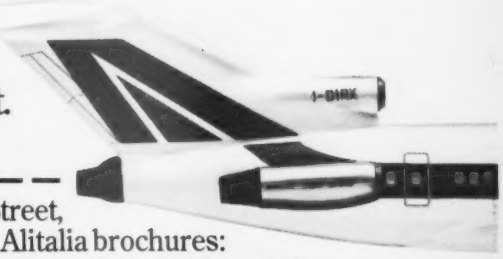

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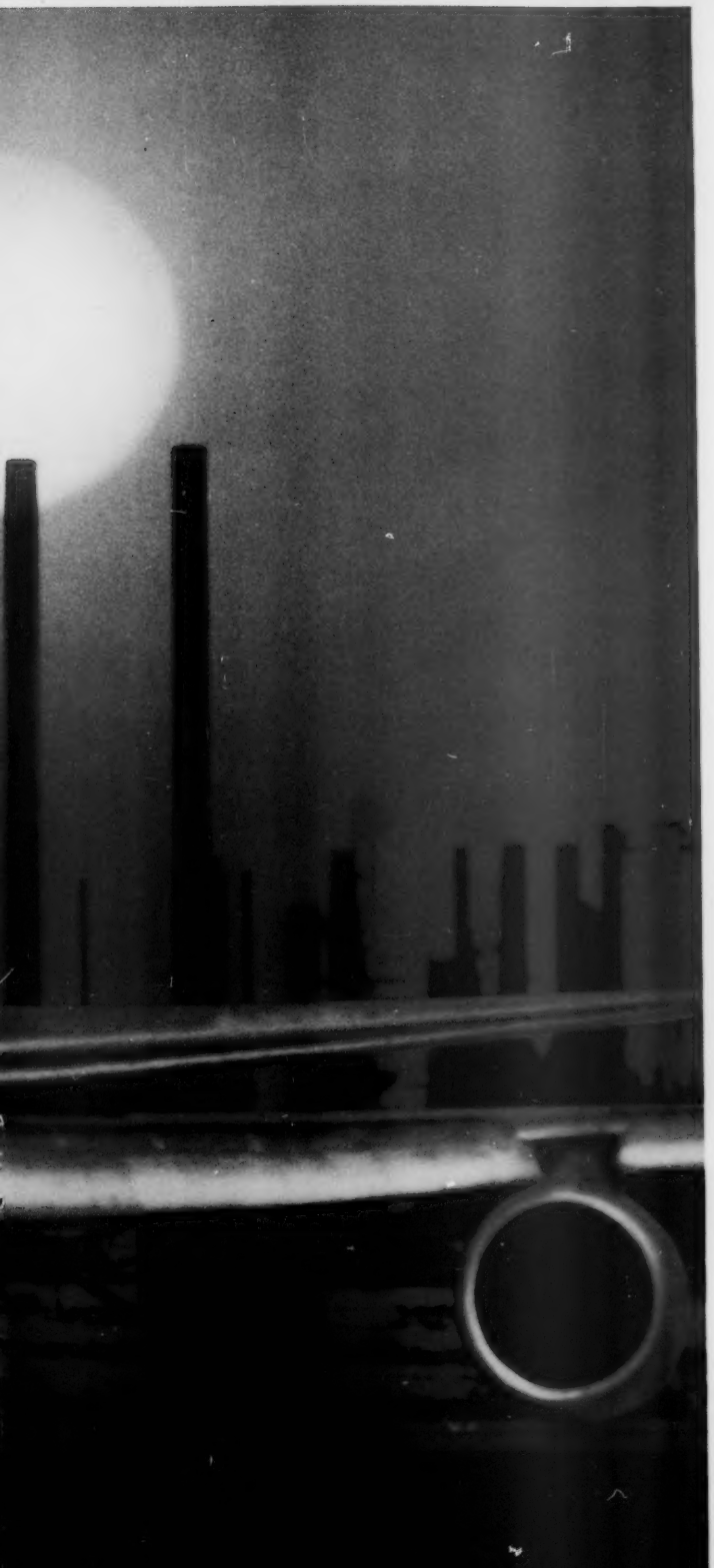

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Printed matter: full rate, reduced rate or newspaper rate? **See page 10**

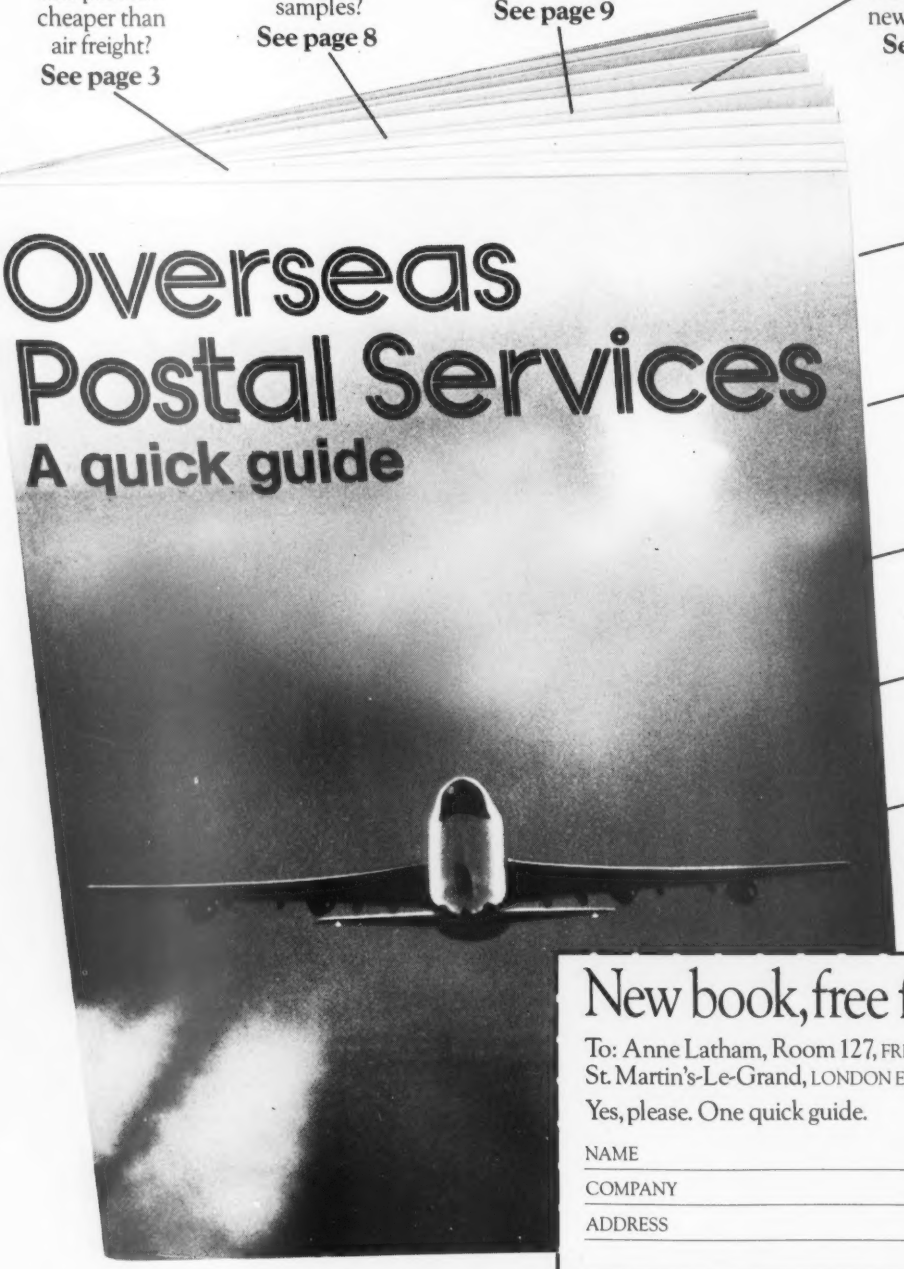
Printed matter: contract rates for bulk postings? **See page 11**

How to send important items door-to-door? **See page 13**

Simpler way to move money around? **See page 15**

International COD? **See page 19**

Simplify VAT on exports? **See page 20**



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Dumping investigations open into light bulbs . . .

An anti-dumping investigation has been opened by the European Commission following information received indicating that dumping is being practised or that bounties or subsidies are being granted for imports of filament lamps for lighting (tariff heading ex 85.20 A; Nimexe code 85.20-15) exceeding 28 V originating in Hungary, Poland, the German Democratic Republic and Czechoslovakia and that this is causing injury to a community industry.

Views (in writing) should be submitted to the Commission of the European Communities, 200 rue de la Loi, B-1049 Brussels, by 4 October 1978 and copies sent to the Department of Trade's anti-dumping unit at Kingsgate House, 66 Victoria Street, London SW1E 6SJ.

The full text of the commission's announcement was published in the *Official Journal* at the European communities on 5 September, C211/2.

. . . and viscose rayon yarn

An anti-dumping investigation has been opened by the commission based on allegations that dumping is being practised or that bounties or subsidies are being granted for imports of viscose rayon yarn originating in Greece and that this is causing injury to a community industry.

The product falls under CCT heading 51.01 BII; Nimexe codes 51.01-62, 51.01-64 and 51.01-66. Those interested can make their views known in writing by 17 September 1978 in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence.

Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

Representations should be sent to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, B-1049 Brussels, and copied to the Department of Trade's anti-dumping unit at General Division 1, Department of Trade, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ.

The full text of the commission's announcement was published in the *Official Journal of the European Communities*, 18 August 1978, C197.

Anti-dumping duty on US kraft liner

A definitive anti-dumping duty, replacing the provisional charges to duty on kraft liner originating in the United States has been imposed by the European Commission. These measures came into effect on 10 September 1978.

The goods concerned fall within the common customs tariff subheading ex 48.01 CII and corresponding to Nimexe codes 48.01-15, 21, 27 and 31.

The duty shall correspond to the difference between the fair market price in the United States and the free-at-frontier community price, duty paid, per tonne net to the first purchaser in the customs territory of the community. The fair market prices in the United States brought up to a cif community frontier basis, duty unpaid, are as follows:

	Per tonne
Nominal weight 175 g or more and less than 337 g/m²	$258
Nominal weight 150 g or more and less than 175 g/m²	$268
Nominal weight less than 150 g/m²	$278

Provisions have been made for the calculation of fair market prices when consignments are invoiced by area and for the exclusion of damaged goods from anti-dumping duty liability. Full details are contained in EEC regulation 2133/78 published in *Official Journal* L247, 9 September.

Proposed suspension of the CCT on chemical

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on 2-acrylamido-2-methylpropanesulphonic acid (29.25 AII) on the grounds that this material is not available from within the EEC. The application relates to the period 1 July 1979 to 30 June 1980.

If any UK companies are already manufacturing goods (or like or competing goods) or expect shortly to be in production, so that their interests would be adversly affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576. Information should reach the department not later than 29 September.

New legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other members states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 7174/482/408.

Common agricultural policy

The texts of the following regulations and decisions which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities.*

Milk and milk products. Regulation (EEC) 1993/78 concerning measures to develop the use and consumption of milk products of community origin outside the community through technical and/or commercial assistance (*Official Journal* L230, 22 August 1978).

Regulation (EEC) 2024/78 amending regulation (EEC) 1053/68 defining the conditions for the admission of certain milk products to certain tariff headings (*Official Journal* L235, 26 August 1978).

Decision 78/707/EEC amending article 1 of decision 78/360/EEC authorising certain member states to sell butter at a reduced price in the form of concentrated butter. Paragraph 1 reads as follows:

'1 The Member States referred to in paragraph 2 are hereby authorised to have recourse to the provisions of Regulation (EEC) 649/78 in respect of quantities not exceeding those specified in the said paragraph.'

The following is added to paragraph 2:

'United Kingdom 100 tonnes.'

(*Official Journal* L238, 30 August 1978).

Sugar. Regulation (EEC) 1998/78 laying down detailed rules for the offsetting of storage costs for sugar (*Official Journal* L231, 23 August 1978).

Imports from non-member states

The *Official Journal* L237, 29 August 1978 contains the texts of the following decisions which authorise the relevant member states to refuse entry to the specified goods.

Decision 78/698/EEC authorising the United Kingdom not to apply community treatment to tents, falling within heading ex 62.04 of the common customs tariff (Nimexe codes 62.04-23, 73), originating in South Korea and in free circulation in the other member states.

Decision 78/699/EEC authorising Ireland not to apply community treatment to outer garments and other articles, knitted or crocheted, not elastic or rubberised: outer garments and clothing accessories: jerseys, pullovers, slipovers, twinsets, cardigans, bed-jackets and jumpers, knitted or crocheted, not elastic or rubberised, of wool, of cotton or of man-made textile fibres, falling within subheading ex 60.05 A of the common customs tariff (Nimexe codes 60.05-01, 27, 28, 29, 30, 33, 36, 37, 38), originating in Malaysia and in free circulation in the other member states.

Decision 78/700/EEC authorising France not to apply community treatment to receivers, whether or not combined with a scund recorder or reproducer, falling within subheading ex 85.15 AIII of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 78/701/EEC authorising France not to apply community treatment to receivers, whether or not combined with a sound recorder or reproducer, falling within subheading ex 85.15 AIII of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/702/EEC authorising France not to apply community treatment to tableware and other articles of a kind commonly used for domestic or toilet purposes, of porcelain or china or of other kinds of pottery, falling within heading 69.11 and subheadings 69.12 C and D of the common customs tariff, originating in Japan and in free circulation in the other member states.

The *Official Journal* L238, 30 August 1978 contains the texts of the following decisions which authorise the relevant member states to refuse entry to the specified goods.

Decision 78/708/EEC authorising France not to apply community treatment to woven suits, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.01 (Nimexe codes 61.01-51, 54, 57) of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 78/709/EEC authorising Ireland not to apply community treatment to tents, falling within heading ex 62.04 (Nimexe codes 62.04-23, 73) of the common customs tariff, originating in South Korea and in free circulation in the other member states.

The *Official Journal* L239, 31 August 1978 contains the texts of the following decisions which authorise the relevant member states to refuse entry to the specified goods.

Decision 78/719/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to unworked drawn or blown glass, falling within heading ex 70.05 of the common customs tariff, originating in Hungary and in free circulation in the other member states.

Decision 78/720/EEC authorising France not to apply community treatment to parkas, anoraks, windcheaters and the like, woven, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.01 or subheading ex 61.02 B (Nimexe codes 61.01-29, 31, 32, 61.02-25, 26, 28) of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

The *Official Journal* L241, 2 September 1978 contains the texts of the following decisions which authorise the relevant member states to refuse entry to the specified goods.

Decision 78/722/EEC authorising Ireland not to apply community treatment to women's, girls' and infants' woven pyjamas and night dresses, of wool, of cotton or of man-made textile fibres, falling within heading ex 61.04 (Nimexe codes 61.04-11, 13, 18) of the common customs tariff, originating in Hong Kong and in free circulation in the other member states.

Decision 78/726/EEC authorising Italy not to apply community treatment to man-made fibres, falling within heading ex 56.04 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 78/729/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to jerseys, pullovers, slip-overs, twinsets, cardigans, bed-jackets and jumpers, knitted or crocheted, not elastic or rubberised, of wool, of cotton or of man-made textile fibres, falling within subheading ex 60.05 A (Nimexe codes 60.05-01, 27, 28, 29, 30, 33, 36, 37, 38) of the common customs tariff, originating in Czechoslovakia and in free circulation in the other member states.

Overseas trade news

BOTB's autumn boost for US sales ranges from machine tools to missions

More than 300 British firms, backed by the British Overseas Trade board, will take part in 24 trade fairs in the United States during the three months September to November.

In Chicago, at the current fourth international machine tool show, which closes today (15 September), the BOTB joint venture of 28 firms – compared with 22 in 1976 when the show was held last – has been sponsored by the Machine Tool Trades Association. Most British exhibitors are promoting new products or products new to the United States market.

The largest joint venture – of 39 firms, 27 of them first time exhibitors – will be at the European Fashion Fair in New York from 17 to 20 September. It is sponsored by the British Knitting Export Council. Of all the United States fashion shows, this one has always attracted the largest British participation. Quality fashion, mainly for women, with lines for men and children, will be exhibited, with a large number of designer collections, exclusive fashion knit, cocktail, evening and sports wear.

There will be another large joint venture – of 33 companies – at the United States sailboat show, in Annapolis, from 5 to 9 October. This show is the biggest boat show actually on the water in America. Many British manufacturers will present craft afloat at the pontoon and the quay as well as indoors together with equipment. This group is sponsored by the Ship and Boatbuilders National Federation (SBNF).

The SBNF is also sponsor of another of the board's joint venture at the Chicago marine trades exhibition from 23 September to 1 October. Twenty firms will take part and some of them will launch products new to the American market.

Also in Chicago, at the national packaging week, 30 October to 2 November, 16 companies will exhibit within a joint-venture group organised in co-operation with the Institute of Packaging. Half of them will be first time exhibitors and almost all of them will launch new products.

The British Overseas Trade Board will also be backing joint ventures at New York, Chicago, Boston, Philadelphia, Atlanta, Louisville, Washington, High Point and St Louis. The extensive range of products promoted will include medical equipment, furniture, electric vehicles, police equipment, steel wire and wire manufacturing machinery, outdoor amusement and souvenir novelty.

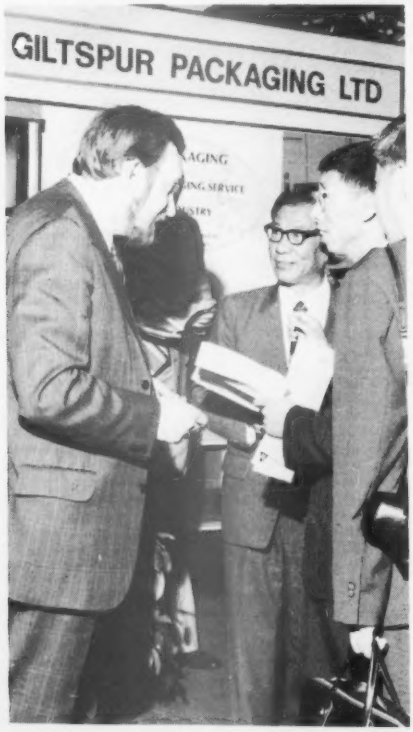
A store promotion of British consumer goods, on the theme 'The City of London', will run from 25 September to 14 October, in a leading department store in Chicago. The promotion is supported by BOTB and will be opened by the Lord Mayor of London, Sir Peter Vanneck, and attended by Jim Wilks, chief executive of the board.

A City of London seminar will take place in Chicago from 2 to 4 October. Sir Eric Faulkner, formerly chairman of Lloyds Bank, will lead a group of three speakers who will read papers on the services offered by the City.

Twenty trade missions involving 277 firms, also backed by the British Overseas Trade Board, will be in the United States and Canada during these three months. The wide range of products promoted will include ceramics, knitwear, foodstuff, carpets, boats, printing machinery, electrical equipment and agricultural machinery.

Chinese visit Giltspur stand at Farnborough

Members of the Chinese civil delegation which visited the Society of British Aerospace Companies' exhibition at Farnborough last week, pictured here on the Giltspur Packaging Ltd stand. The Chinese were interested in the whole packaging concept of moving goods from the UK to China.



Soviet trade organisations to operate on profit basis

Soviet trade organisations should operate on a 'profitability' basis, the USSR council of ministers has said in a decree published in the latest issue, no. 13, of the 'Collection of Decrees of the USSR Government'. The decree is dated 31 May but it has only just appeared in print.

The current decree represents a continuation of the economic reform which was initiated in the USSR in the late 1960s and which has now been fully introduced into the domestic economy. The main purpose of the reform is to put the individual organisations and companies onto a profit-making basis and provides financial incentives for better and more efficient work.

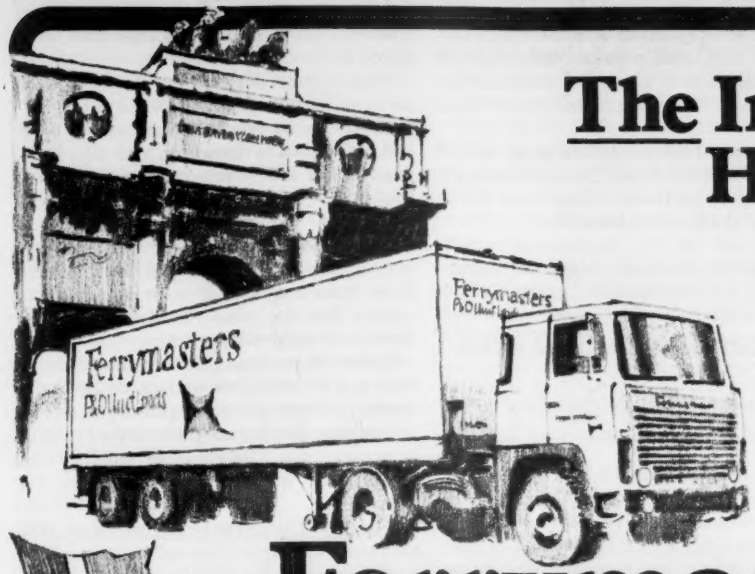
In the case of the foreign trade organisations (FTOs), the decree allows them to restructure their organisation to set up specialist 'firms' within the overall framework of the FTO concerned. In essence, FTOs can reorganise themselves along similar lines to a company 'group' in UK practice – with a general board which would oversee the operations of the subsidiary firms. These would each have its own board of directors and would specialise in one sector of the FTOs sphere of responsibility.

The decree calls for the transfer to the new system of 14 FTOs during the course of this year. The remainder will make the necessary transfer during 1979. One major FTO, Stankoimport, has already reorganised itself along the lines set out in the decree.

As a result of this reorganisation the 'general board' of Stankoimport now consists of the previous president and vice-presidents. The subsidiary 'firms' each specialise in one sector of the machine tool industry. However, and this is something new, each of these 'firms' combines an import and export function. It is probable, therefore, that there will be more pressure for compensation trading from Soviet FTOs organised along these lines.

The decree itself, to a large extent, consists of a restatement of existing legislation on the rights, duties and responsibilities of the FTOs. It does, however, contain a number of new emphases which are of interest. There is a stress upon the need to improve Soviet export performance and to justify in somewhat greater detail the need for imports from western countries. The decree also lays down the requirement for FTOs to bring Soviet factories and enterprises more closely into foreign trade transactions. Soviet ministries and administrations, other than the Ministry of Foreign Trade, are also to become more closely involved.

Further details of the decree are available either from CRE 4/1c, Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5265, or the Commercial Department, British Embassy, Moscow.



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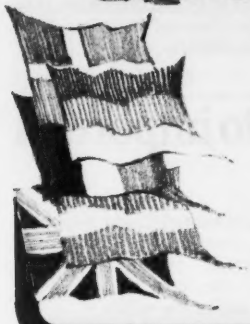

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New audio-visual stresses Asean market potential

Rapidly expanding markets of south-east Asia offer British companies opportunities to diversify their trade. This is the main conclusion of the south-east Asia trade advisory group's (Seatag) 15-minute audio-visual on trading in the region.

The presentation describes the opportunities for potential UK exporters in the Association of South East Asian nations (Asean) markets – Indonesia, Malaysia, Philippines, Singapore and Thailand – and shows how UK companies have successfully done business in the area.

The Asean market, with a growth rate of about 6 per cent, is an important one for the UK – ranking above Japan, Saudi Arabia and South Africa. It covers an area half the size of the United States and has a population of 230 million.

The presentation stresses that mobility within the area was vital. An exporter should not assume for instance that a visit to Singapore would keep him abreast of new developments and opportunities in Thailand, the presentation explains.

Seatag's function is to help companies make the right approach to the market from the start and the group arranges presentations at chambers of commerce, export clubs and development councils. These cover a range of topics of general interest to exporters and specific information and discussion on south-east Asian markets.

Contact

Companies or organisations who wish to see the audio-visual should contact Andrew Sanders, secretary of Seatag, at the Department of Trade, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5747.

Manchester seminar on overseas marketing

Techniques of export planning and market research will be considered at a seminar at the Manchester chamber of commerce on 16 November. The seminar is for executives with little or no experience in overseas marketing, and will be practically based with emphasis on medium and smaller firms and industrial goods. It is the second seminar in a series organised by the Market Research Society and the Industrial Market Research Association with the British Overseas Trade Board.

Main speaker L. F. Cockcroft, chairman of the export council Manchester chamber of commerce, will be supported by industrialists from the Manchester area who have had long experience in international market research and the marketing of industrial goods.

Technical sessions will cover sources of information and library services; the use of market research in the selection of suitable markets; distribution systems and the selection of agents; promotion overseas; control and delegation of local decision taking. After lunch there will be a presentation by BOTB executives from both London and the local regional office about the technical and financial assistance available to existing or potential British exporters.

Attendance at the seminar is being limited to 60 people. It will be held at the chamber's offices, Ship Canal House, King Street, Manchester and the fee, including coffee, lunch, tea and VAT will be £25. Applications should be sent to the Secretary, Market Research Society, 15 Belgrave Square, London SW1.

Seminar on the Gulf area

A half-day business forum where a panel of experts will consider trends in the economies trade and shipping pattern's of the Gulf and the Red Sea is being held by the Middle East section of the London Chamber of Commerce and Industry on 24 November at 10.00 hours.

Based on two studies

The forum will be based on two recent studies: 'the Gulf pattern 1977-82' by Peat Marwick Mitchell and Co and 'Middle East liner shipping' by H. P. Drewry, shipping consultants.

The meeting will be chaired by J. Lada-Grodzicki, former marketing director of Davies Turner.

Information is available from Miranda Preston, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444 ext. 25.

British lorries to boost Sri Lanka's transport system

Sri Lanka's transport sector will receive a £1.5 million boost from the Ministry of Overseas Development. This aid – in grant form – will be used for the purchase from Britain of about 225 3-to-7 ton lorries and articulated lorries of up to 10 tons capacity, for use in the food and agricultural sectors.

A special ODM mission to Sri Lanka recommended that the transport sector, especially road transport, was a priority area. Nearly 90 per cent of all goods in Sri Lanka travel by road and 60 per cent of these are agricultural goods such as food grain, tree crops and fertilisers.

Over the past few years a shortage of lorries has resulted in much needed tractors being taken off the land to transport goods that should be transported by lorry.

New customs scheme for duty deferment

A national guarantee scheme whereby traders will provide only one bank guarantee to cover all ex-ship or aircraft (including Laces) and ex-warehouse customs duty deferment liabilities for which credit is allowed wherever it arises in the United Kingdom, is to be introduced by Customs and Excise.

The scheme, which customs hopes to operate from 1 January, will be offered as an alternative to the current duty deferment scheme and is designed to operate on a parallel basis. Traders can choose either scheme but it will not be possible to hold a guarantee under both schemes.

The scheme is being introduced in response to requests from traders and trade bodies. Some firms may find it more convenient to operate than the present local scheme and it could save them money.

Under the national guarantee scheme customs will be relying on traders not to exceed the limit of their guarantee and to give a legal undertaking to keep adequate central records to achieve this. Only traders fulfilling this requirement will be approved under the scheme.

Details and forms can be obtained from HM Customs and Excise, General Customs, Division A Branch 1, Kent House, Upper Ground, London SE1 9PS.

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1704: Imports of certain trousers from the Philippines

Under the terms of the EEC/Philippines textile agreement a restriction has been placed on imports into the UK of certain woven trousers falling within tariff headings 61.01 and 61.02 and originating in the Philippines.

The goods affected and the quota established for such goods exported from the Philippines in 1978 are as follows:

Category/Tariff heading/Description	Quantity
6/ex 61.01 Men's and boys' woven trousers, breeches and shorts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading 59.08, 59.11 or 59.12*	172 000 pairs
6/ex 61.02 Women's, girls' and infants' (*other than babies'*) trousers and slacks, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of textile fabric of heading 59.08 59.11 or 59.12*	

Imports of these goods from the Philippines were already subject to UK surveillance licensing. Current surveillance licences issued under those arrangements were revoked with effect from 8 September 1978.

Goods in transit

Goods which were already in transit to the UK on 7 September 1978 will be licensed. Traders should apply as soon as possible, and not later than 29 September 1978, about such goods,

submitting to Import Licensing Branch documentary evidence (ie bill of lading or airway bill) of the date of shipment of the goods, in support of a completed form ILB/A.

All goods exported from the Philippines since 1 January 1978 will count against the quota, and in view of the volume of goods already imported this year, and of those likely to have been in transit when the new restriction was announced, it is unlikely that there will be any quota remaining for use this year.

Imports for re-export

Imports of restricted textiles will not be set off against the quotas if they are re-exported in the same state or after limited processing.

The general import licensing arrangements for restricted textiles re-exported from the UK are set out in NTI 1441.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1705: Revision of certain quota levels

Following notice to importers 1674 (*Trade and Industry*, 14 April 1978), certain quota levels have been revised by agreement between the EEC commission and the countries concerned. The countries and categories affected, and the levels to apply for 1978, are as follows:

Country	Category no.	Units	Quantity 1978
Philippines	11	Thousand prs	587
	25	Thousand pcs	10
	26	Thousand pcs	210
	31	Thousand pcs	1 478
Singapore	30A	Thousand pcs	67
Thailand	2 + 3	Tonnes	1 494
	Of 2 + 3, not more than 2	Tonnes	714
	4	Thousand pcs	2 309
	5	Thousand pcs	1 939

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

1706: Imports of certain textiles from Spain and Portugal

Following discussions between the EEC commission and Portugal and Spain respectively, a system of double control on exports to the community of certain textile goods from these countries, as set out below, has been established. The goods concerned will continue to be subject to surveillance licensing as at present, but such licences will in future only be issued against applications supported by a valid export certificate issued by the relevant exporting authorities.

The documents required are as follows:
Portugal: Boletim de Registro de Exportacao, issued by Instituto dos Texteis.
Spain: Export certificate, issued by the Spanish Ministry of Trade and Tourism.

The goods affected by the new arrangements are shown in the table.

Current surveillance licences may continue to be used until their date of expiry.

Other textile goods currently subject to UK surveillance licensing and not covered by these new arrangements will continue to be dealt with under the national arrangements set out in NTI 1694 (*Trade and Industry*, 4 August 1978).

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 268 or 304.

Category/Tariff heading/ Description of goods	Country
1/55.05 Cotton yarn, not put up for retail sale	Portugal; Spain
2/55.09 Other woven fabrics of cotton	Portugal; Spain
3/ex 56.07 Woven fabrics of synthetic textile fibres (discontinuous or waste)	Portugal; Spain
4/ex 60.04 Knitted or crocheted under garments, *other than babies' garments*, the following: T-shirts and lightweight fine knit roll, polo or turtle-necked jumpers and pullovers, of cotton or of man-made textile fibres; shirts of cotton or of synthetic textile fibres; undervests and the like of cotton or of synthetic textile fibres	Portugal; Spain
5/ex 60.05 Knitted or crocheted jerseys, pullovers, slipovers, twinsets, cardigans, bed-jackets and jumpers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than babies' garments*	Portugal; Spain
6/ex 61.01 Men's and boys' woven trousers, breeches and shorts, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading 59.08, 59.11 or 59.12*	Portugal; Spain
6/ex 61.02 Women's, girls' and infants' (*other than babies'*) trousers and slacks, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than garments of fabric of heading 59.08, 59.11 or 59.12*	Portugal; Spain
7/ex 60.05, ex 61.02 Women's, girls' and infants' (*other than babies'*) blouses and shirt-blouses of cotton, of man-made textile fibres, of wool or of fine animal hair	Portugal
8/ex 61.03 Men's and boys' shirts of cotton, of man-made textile fibres, of wool or of fine animal hair	Portugal
12/ex 60.03 Knitted or crocheted stockings, under stockings, socks, ankle-socks, sockettes and the like, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than women's stockings of synthetic textile fibres*	Spain
13/ex 60.04 Knitted or crocheted underpants, knickers and briefs, of cotton or of synthetic textile fibres, *other than babies' garments*	Spain
20/ex 62.02 Bed linen, *other than of flax or of ramie*	Portugal; Spain
22/ex 56.05 Yarn of synthetic textile fibres (discontinuous or waste), not put up for retail sale	Spain
23/ex 56.05 Yarn of regenerated textile fibres (discontinuous or waste), not put up for retail sale	Spain
25/ex 60.04 Women's, girls' and infants' (*other than babies'*) knitted or crocheted pyjamas and nightdresses, of cotton or of synthetic textile fibres	Spain
28/ex 60.05 Knitted or crocheted trousers, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than of textile fabrics, impregnated, or covered or coated on one side, with artificial plastic material other than shorts and other than babies' trousers*	Spain
31/ex 61.09 Brassières, of cotton, of man-made textile fibres, of wool or of fine animal hair, *other than parts thereof*	Spain
33/ex 51.04 Woven fabrics made from strip or the like of polyethylene or polypropylene, of a width of less than 3 m	Portugal
33/ex 62.03 Unused sacks and bags made from polyethylene or polypropylene strip	Portugal

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Overseas trade exhibitions

Increasing market for British clothing

From W. Whitton, British embassy, Bonn

In an air of scepticism about the general economic scene at the opening of the Cologne men's fashion week (25 to 27 August) eleven British participants in the British Overseas Trade Board's joint venture displayed quality menswear and accessories under the sponsorship of the British Menswear Guild. The exhibitors included Atkinson, Van Heusen, Daks-Simpson, Invertere Mankin, Michelsons, Molmax, Sabre, Cooper and Roe, Windsor Leather and Reid and Taylor. About 17 other British firms were present either under their own name or through their agent or German subsidiary.

A cautious optimism prevailed, but despite modest aspirations British clothing exports to Germany increased by more than 50 per cent in 1977; in a market which exporters find difficult. The trend is still high. Through taking part in joint venture groups attention is focused on Britain as a source of supply. In some minds this was a look-and-see event for buyers who were holding their orders until the later European fairs. Statistically the exhibition was very similar to last autumn's. Of the 30 500 total visitors (30 395 in 1977) 9400 visitors (31 per cent) came from outside Germany (9353 in 1977). There were 959 exhibitors (916 in 1977) of whom 365 were foreign (372 in 1977).

Among the foreign exhibitors, Britain was in seventh place with 28 firms represented. After Germany the main competition came from Italy (72), France (45), Austria (26), India (24), Switzerland (23) and Spain (22). The main products on general display were leisurewear trousers, men's and boys' outerwear, jackets and suits. Emphasis was given to quality and styling. Smoother and softer fabrics, smaller patterns, plain and natural shades as well as stretch materials were much sought after. In the first half of this year retail turnover in Germany rose only 2 per cent. Prices were up between 3 and 4 per cent. This stagnation was accounted for by some conservatism among male customers, but it is hoped that the new interesting trends for the next spring/summer season and increased consumer purchasing power following new fiscal measures will aid turnovers.

Germany is Britain's largest export market in Europe (after Ireland) for clothing. The men's fashion week is therefore an important venue for British exporters.

Overseas trade export services

Daily service to the Ruhr

Thompson Jewitt International started on 4 September a new daily groupage service to Cologne, Wuppertal and the Ruhr area of westery Germany.

In the UK, the service is fully backed by Thompson Jewitt's national collection and delivery service, or goods can be delivered to any of the company's offices in Nottingham, Manchester, Sheffield, London and Broxburn (Scotland). In Germany, the completely integrated services of West Friesland Spedition guarantee the fastest possible collection or delivery of customers' goods.

Thompson Jewitt driver-accompanied trailers leave their UK depot at 5 pm and arrive at the west Friesland depot in Cologne or Wuppertal midday the following day.

Further information: circle 164

Davies Turner's US groupage goes weekly

Container groupage services between UK and the United States started last year by Davies Turner, are now to be run regularly every week in both directions.

This boost follows a marked increase in traffic which Davies Turner attributes to economies it has made by having an entirely in-house operation that the company estimates can cut an average of 10 per cent off the normal through rate to the United States.

Westbound service goods are received in New York by Davies Turner's own facility, 5 miles inland from the port and away from congestion where the containers are processed immediately en route to consignees with minimal delay. Containers that have to go through New York's public warehouse on the pierhead, the company says, are prone to long delays and face a heavy surcharge for waiting time.

Through bills of lading to inland destinations are also issued to shippers who have sold on a delivered domicile basis. The on-carriage arrangements are controlled by the Davies Turner New York office, who route the traffic at the most economical way possible.

Westbound cargo is consolidated at the company's branches in Manchester, Birmingham and London with loading in Manchester and Birmingham on Thursday and in London on Friday. Sailings are every Sunday from Felixtowe to New York.

Further information: circle 165

New Midlands depot for T and K Forwarding

T and K Freight group has opened its fourth UK freight receiving depot to handle export consignments at Balsall Common, Coventry.

The new base supplements the recently opened base in Manchester and the established depots in the London area.

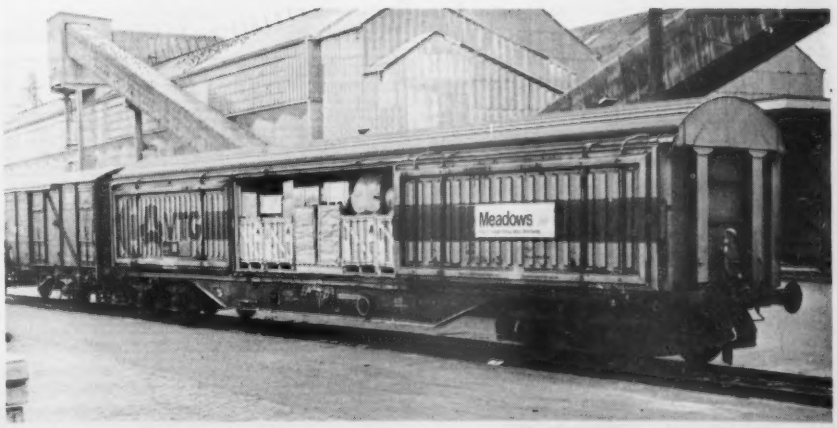
The development is part of the company's plan to provide a fully integrated programme for its forwarding, air freight and container operations throughout the UK and to broaden its sphere of activities.

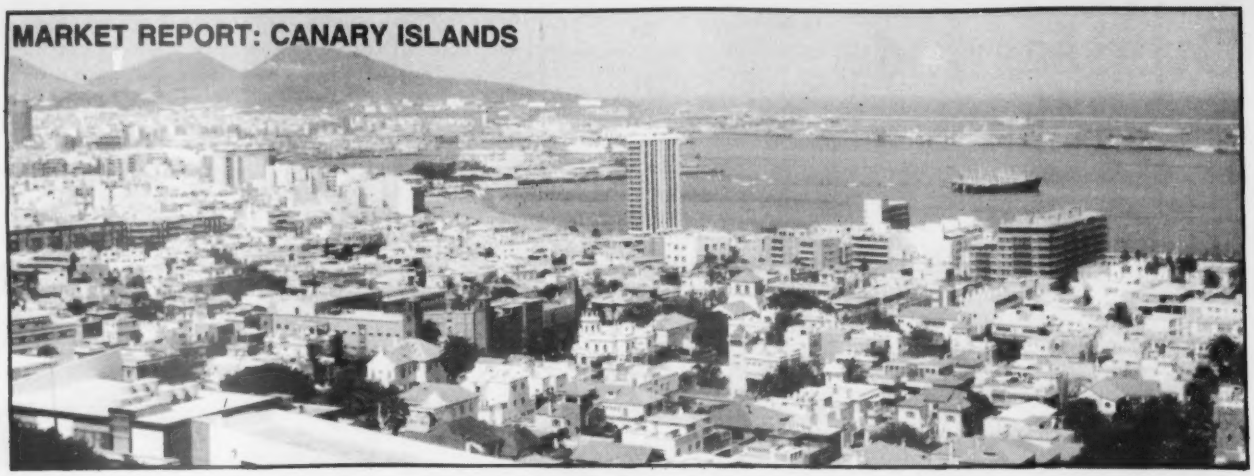
Further information: circle 166

Ferrywagons for groupage to Italy

This latest shipment from Edinburgh (Newbridge) to Chiasso, by VTG Ferrywagons involved a total of 141 packages of knitwear, tweed, machinery, wire and paper weighing 24 tonnes. Ferrywagon was chosen to transport the goods because of its ease of loading and unloading and with a maximum load capacity of 55 tonnes (almost equalling the capacity of three 12-m trailers), shipment is fast and has few breaks. The groupage was handed by Thomas Meadows and its Italian partners, Danzas.

Further information: circle 167





Europe's Atlantic outposts

A traditional British market, the Canary Islands took £45 million of UK exports in 1977. With low tariffs in general and the virtual total liberalisation of foreign trade, the islands' business pattern is quite distinct from that with the Spanish mainland. This report from J. Kane, vice consul (commercial) British-consulate, Las Palmas looks at the islands' current economic position.

The seven islands of the Canary Islands archipelago, the nearest of which is less than 100 miles from the African coast, have belonged to Spain since the fifteenth century. Once important staging posts on the international shipping lanes, they were used by Christopher Columbus on his voyages of discovery. Today they are the outposts of Europe in the Atlantic, with Africa as their closest neighbour.

The islands' population of 1.25 million is swelled every year by an influx of over two million visitors. The indigenous inhabitants have been totally absorbed so that the population and culture is essentially Spanish.

Traditionally the islands' business has been agriculture and horticulture directed to supplying the European, and particularly the English, winter market. In 1977, out of total imports from the Canary Islands of £53 million, fruit and vegetable imports accounted for £50 million. In addition, over 400 000 tons of fish caught annually on the rich banks off west Africa, mainly by the large fleets of Spain, Japan, Russia and South Korea, are handled in the port of Las Palmas.

Santa Cruz in Tenerife and Las Palmas in Grand Canary are bustling modern cities, with large resident populations and many of the social and environmental problems that beset other longer-established centres of population concentration. An indicator of the islands' economic growth is the fact that about 24 000 new car registrations are made each year.

Public works expenditure

The Canary Islands have not escaped the world economic recession. In an effort to reduce the high rate of unemployment, the Spanish government has allocated very considerable funds for expenditure on public works, notably for the enlargement and building of new ports and airfields.

Twelve per cent of the total Spanish budget for new roads is being spent within the Canary Islands and special inducements are offered to national and foreign industries to set up manufacturing or assembly plants.

A major ship-repair facility, Astican SA, which has the largest synchrolift dry docking system in the world, began operation in Las Palmas during 1976. The present lift can raise ships of up to 30 000 tons deadweight according to the ship's distribution of weight. A second, and larger, lift is projected for the next stage of the yard's development.

At Granadilla, on the eastern coast of the island of Tenerife, the first contracts (worth £13,400,000) have been let for the building of a dock to take ships of up to 350 000 tons. This dock is intended for very large crude carriers (VLCCs) that pass in regular procession within a few miles of the islands on their journeys to and from the Middle East oil fields.

Thanks to the islands' strategic position on the trade routes from Europe to south and west Africa and south America, shipping has always played an important part in their economies. Over 100 000 000 tons of shipping call each year at the ports of Las Palmas and Santa Cruz. In these deep water harbours, the inspection, cleaning and painting of the hulls of large carriers of all types while still afloat is a highly developed industry.

Around the islands' generally inhospitable coasts, 10 refuges for fishing craft are to be built. Up-to-date yacht marinas are beginning to appear along the southern coast of Grand Canary.

The shortage of fresh water in Grand Canary and the other two eastern islands of the archipelago, Lanzarote and Fuerteventura, has led to a need for seawater desalination plants, a demand that must inevitably grow.

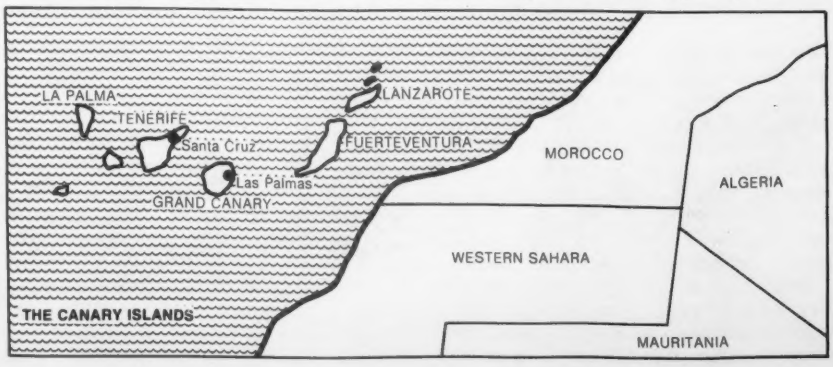
The Canary islanders are fully aware of the importance of their geographical situation in the Atlantic off the African coast. A large container base is being completed in the port of Las Palmas for the transhipment of containers destined for the west African ports. There are also plans for a transhipment centre at Las Palmas airport for air-freight from north and south America for Europe and Africa.

Exports and imports

Exports and re-exports from the archipelago in 1976 amounted to £43 million in value. This figure will certainly increase dramatically in the years ahead as the African countries develop. Bonded warehouses are available for goods in transit through the ports of Las Palmas and Santa Cruz, and plans are being prepared to greatly expand these facilities to meet the growing entrepot trade with Africa.

Importation of all goods is subject to import licence but, except for a very limited range including arms, ammunition, drugs and, particularly yachts and pleasure boats, the issue of an import licence is a mere formality. Tariffs are generally low although, as from 13 May 1978, additional special tariffs have been imposed on certain imported goods in an attempt to protect the local islands' industries. The EEC has a preferential rate and full details are available from OTAR 01-248 5757 ext. 461.

Yachts and pleasure boats are the only goods subject to the full Spanish tariff. They are also subject to import licences which are granted only in cases where bilateral/reciprocal arrangements exist. Together, the tariff



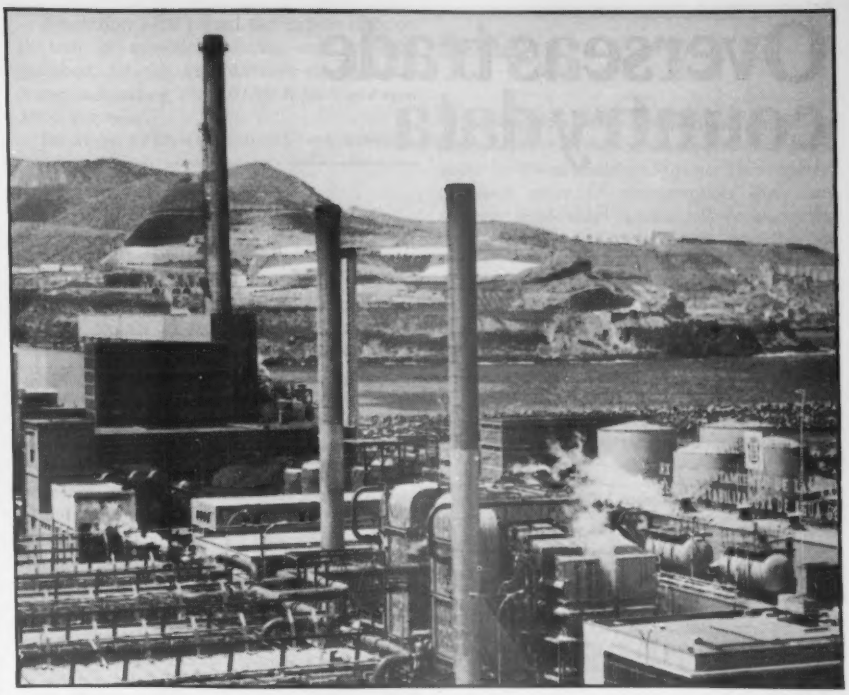
and a luxury sales tax can amount to over 50 per cent of the cif value for boats from the EEC, and more still for those from elsewhere.

With virtually no restriction on imports, therefore, competition is razor sharp, with all major and some minor manufacturing countries competing for a share. Price and delivery are key factors together with good presentation and aftersales service.

Trade with UK

Britain exports a great variety of goods to the islands, with the emphasis on consumer and consumer durables. British colour television sets have been doing particularly well, despite stiff traditional competition from the Far East. British processed foods are also in great demand, but manufacturers have to comply with Spanish labelling regulations. These stipulate high-class lithography that is in no way inferior to that used on the UK market package, nor to the English or other languages in the case of multilingual packs.

Regulations about the description of contents are more stringent than equivalent UK regulations (full details can be obtained from the British consulate in Las Palmas). Labels in Spanish stuck over the English labelling are not accepted. 'Made in England' survives in the local market as a hallmark of quality, although there is scant patience for supply problems.



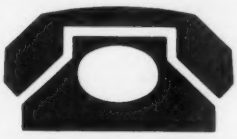
A 20 000 ton per day seawater desalination plant. In the background is a power station to which a further 20 000 ton per day seawater desalination plant by Babcock and Wilcox is being added.

OTAR: help for exporters

Overseas Tariffs and Regulations Section (OTAR), Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 can give you directly, or through your regional office, up-to-date information on the tariffs and customs regulations of overseas countries, import licensing regulations and restrictions including import quotas; certificate of origin; consular invoices and fees; labelling and marking requirements; foodstuffs, drugs and pharmaceuticals, agency legislation, setting up of a subsidiary company and the imports of samples. It also provides information, in collaboration with the Ministry of Agriculture, Fisheries and Food, on health regulations for livestock, meat, animal products and plants and seeds. In short, OTAR can help on almost all legislation which affects the entry of British goods into overseas countries.

Inquiries which concern the countries of more than one sub-section (excluding inquiries involving only EEC countries) should be made to OTAR's co-ordination sub-section of 01-248 5757 extension 452 or 454.

For information on specific countries, phone the number and extension given below



01-248 5757

extension

Sub-section A
1 Co-ordination of EEC regulations requirements and common customs tariff (CCT), Denmark, France incl. overseas territories, Greece, Turkey, Cyprus

408 Denmark (incl. Faroe Islands and Greenland). EEC legislation on tariff and non-tariff barriers relative to community trade
423 France and French overseas departments, French overseas territories, Comoros
439 Greece (incl. Dodecanese Islands), Turkey, Cyprus

2 Benelux, Dutch overseas territories, Irish Republic, Italy, Federal Republic of Germany

288 Belgium, Luxembourg, Netherlands, Netherlands Antilles, Aruba, Bonaire, Curacao, St Eustatius, St Martin (Dutch), Saba, Suriname
466 Italy, Irish Republic
467 Federal Republic of Germany

Sub-section B
Efta countries, Spain, Gibraltar, Malta, Israel, Macao

458 Israel, Norway, Gibraltar, Malta
459 Austria, Sweden, Switzerland
460 Portugal, Finland, Iceland, Macao
461 Spain, Canary Islands, Andorra

Sub-section C
1 North America, Bahamas, Bermuda, West Indies

455 Canada
456 USA (incl. Alaska, Caroline Islands, Guam, Hawaii, Mariana Islands, Marshall Islands, Panama Canal Zone, Puerto Rico, Samoa (US), Virgin Islands (US), Wake Island)
7312 Anguilla, Antigua, Bahamas, Barbados, Belize, Bermuda, British Virgin Islands, Cayman Islands, Dominica, Grenada, Guyana, Jamaica, Montserrat, St Kitts/Nevis, St Lucia, St Vincent, Trinidad and Tobago, Turks and Caicos Islands

2 South and Central America

474 Argentina, British Antarctic Territories and Antarctica, Cuba, Dominican Republic, Falkland Islands, Haiti, Paraguay, Uruguay, Bolivia, Chile, Colombia, Ecuador, Peru, Venezuela
476 Brazil, Costa Rica, El Salvador, Guatemala, Honduras, Mexico, Nicaragua, Panama

Sub-section D
Africa

462 Algeria, Ceuta and Melilla, Egypt, Equatorial Guinea, Libya, Morocco, Sudan, Tunisia, Western Sahara
471 Angola, Cape Verde, Guinea-Bissau, Jibuti (Djibouti), Malawi, Mauritius, Mozambique, Rwanda, St Helena and Tristan da Cunha and Ascension Islands, Sao Tome/Principe, Seychelles, Somalia, South Africa (with Botswana, Lesotho, SW Africa and Swaziland), Zambia, British Indian Ocean Territory
472 Benin, Burundi, Cameroon, Central African Empire, Chad, Congo (Brazzaville), Ethiopia, Gabon, Ghana, Guinea, Ivory Coast, Kenya, Madagascar, Mali, Mauritania, Niger, Senegal, Tanzania, Togo, Uganda, Upper Volta, Zaire
473 The Gambia, Liberia, Nigeria, Rhodesia, Sierra Leone

Sub-section E
Australasia and South East Asia, Eastern Bloc, China, Mongolia, Yugoslavia

401 New Zealand, Singapore, Thailand, W. Samoa, Chatham Islands, Cook Islands, Niue Islands, Tokelau Islands, Philippines
468 Australia, Solomon Islands, Cocos (Keeling) Islands, Christmas Island (Indian Ocean), Nauru, New Hebrides, Papua New Guinea, Albania, Bulgaria, Czechoslovakia, German Democratic Republic, Hungary, Poland, Romania, USSR, China, Mongolia, Yugoslavia
469 Brunei, Fiji, Hong Kong, Indonesia, Malaysia, Tonga, Gilbert Islands (incl. Ocean Island, Phoenix and Northern Line Islands), Tuvalu, Norfolk Island, Pitcairn Island

Sub-section F
Middle East (Part) and Asia (Part)

420 Afghanistan, Bangladesh, Burma, India, Nepal, Pakistan, Japan, Korea Democratic Peoples Republic, Korea Republic of, Sri Lanka, Taiwan, Yemen Arab Republic, Yemen Peoples Democratic Republic
475 Iraq, Jordan, Kampuchea (formerly Cambodia), Kuwait, Laos, Lebanon, Vietnam Socialist Republic of, Bahrain, Iran, Oman, Qatar, Saudi Arabia, Syria, United Arab Emirates

Overseas trade country data

Antigua

Consumption tax. The Antigua authorities have announced an increase in consumption tax on the following goods:

Tariff no./Description of goods	Rate of duty
27.10 Motor spirits and other light oils including natural gasoline	$0.67 per L gal
27.10 Distillate fuels (diesel oil, gas oil)	$0.43 per L gal

Inquiries: OTAR 01-248 5757 ext. 7312.

Australia

Electrical equipment. Following a report by the Industries Assistance Commission the Australian government has announced that the import duty rates for the following headings have been introduced from 30 August:

Tariff heading	Description	Rate: General	Rate: Preferential
85.01.9	Items other than those covered by tariff items 85.01.1-85.01.330	30%	30%
85.02	Electro-magnets; permanent magnets and goods made of special materials for permanent magnets, being blanks for such magnets; electro-magnetic and permanent magnet chucks, clamps, vices and similar work holders; electro-magnetic clutches and couplings; electro-magnetic brakes; electro-magnetic lifting heads:		
85.02.1	Electro-magnets; electro-magnetic lifting heads	25%	25%
85.02.2	Permanent magnets and blanks therefor	To and including 29 August 1980 – 35%; From and including 30 August 1980 – 25%	25%
85.02.9	Other	Free	Free
85.07	Shavers and hair clippers, with self-contained electric motor	25%	25%
85.10	Portable electric battery and magneto lamps, other than lamps falling within item 85.09:		
85.10.1	Lamps having provision for the incorporation of batteries	To and including 29 August 1980 – 41%; From and including 30 August 1980 – 25%	25%
85.10.9	Other	Free	Free
85.12.1	Electric heating resistors:		
85.12.11	Heating cable	Free	Free
85.12.19	Other	25%	25%
85.16	Electric traffic control equipment for railways, roads or inland waterways and equipment used for similar purposes in port installations or upon airfields:		
85.16.1	Landing lights of a kind used solely or principally upon airfields for night flying	5%	5%
85.16.9	Other	30%	30%
85.18.2	Capacitors of the power factor correction type:		
85.18.21	Capacitors that: a. have dielectrics of paper, metallised paper, artificial plastic material or metallised artificial plastic material; and b. in respect of capacitors rated below 1 kV Amp reactive have a working voltage of 200 or higher and a rating of 1 microfarad or higher	To and including 29 August 1980 – 34%, or, if higher, $0.18 each; From and including 30 August 1980 – 25%	25%
85.18.29	Other	25%	25%
85.18.3	Capacitors, not being goods falling within a preceding sub-item of this item, that are: a. of a kind used in X-ray apparatus: or b. of a kind used as standards or references for comparison and measuring purposes; or c. electrolytic, fixed	Free	Free
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (including switches, relays, fuses, lightning arrestors, surge suppressors, plugs, lamp holders and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; printed circuits; switchboards (other than telephone switchboards) and control panels:		
85.19.1	Goods, as follows: a. printed circuits; b. resistors, of a kind suitable for use, or generally similar to those used, in radio and television transmitters or receivers or audio amplifiers not being resistors of a kind falling within sub-item 85.19.6; c. valve sockets of a kind suitable for use, or generally similar to those used, in radio and television transmitters or receivers or audio amplifiers	35%	35%
85.19.2	Devices for telephone or telegraph use, as follows: a. cable boxes, unprotected; b. devices for junctioning telephone and telegraph wires and cables; c. keys; d. lamp sockets for switchboards; e. protective apparatus; f. resistance coils and spools	30%	30%
85.19.3	Lightning arrestors (surge diverters) suitable for the protection of electricity supply equipment having a current rating of not exceeding 5 kilo Amp	15%	15%
85.19.4	Goods, as follows, not being goods falling within a preceding sub-item of this item: a. lightning arrestors (surge diverters) suitable for the protection of electricity supply equipment; b. liquid slip regulators; c. starter switches for fluorescent lamps; d. switchgear being apparatus for making and breaking electrical circuits, of a kind rated for use at nominal system voltages exceeding 200 kV; e. time switches	Free	Free
85.19.5	Switchgear, not being goods falling within sub-item 85.19.4, being apparatus for making and breaking electrical circuits, of a kind rated for use at nominal system voltages exceeding 1 kV	To and including 21 July 1979 – 30%; From and including 22 July 1979 – 25%	25%
85.19.6	Goods, as follows, not being goods falling within a preceding sub-item of this item: a. fuses and switches of a kind commonly used with: (i) vehicles of a kind falling within sub-item 87.01.1, item 87.02 or 87.03; or (ii) trailers for articulated vehicles of a kind falling within paragraph 87.14.19; b. fuses for voltages less than 1000 and having a rupturing capacity in excess of 5000 kV Amp; c. motor starters; d. relays; e. resistors of a kind used as a standard of reference for comparison and measuring purposes	25%	25%
85.19.7	Goods, as follows, not being goods falling within a preceding sub-item of this item: a. connectors; b. ceiling roses; c. moulded lampholders (whether with or without switches); d. adaptors; e. wall sockets; f. wall plugs; g. fuses h. lightning arrestors; i. electric terminals; j. jacks; k. other apparatus for making and breaking electrical circuits	To and including 21 July 1979 – 30%; From and including 22 July 1979 – 25%	25%
85.19.9	Other	25%	25%
85.22	Electrical appliances and apparatus, having individual functions, not falling within any other item in this chapter:		
85.22.1	Defrosters and demisters; particle accelerators	Free	Free

Tariff heading	Description	Rate General	Rate Preferential
85.22.2	Goods, as follows: a. frequency amplifiers; b. instrumentation magnetic tape recorders; c. signal (audio and radio frequency and radiation) modifiers; d. source signal generators (including audio frequency oscillators and standard signal generators, non-mechanical) of a kind used in connection with the observation or checking of electrical and radiation phenomena	30%	30%
85.22.9	Other	25%	25%
85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes	Free	Free
85.28	Electrical parts for machinery and apparatus, not being parts falling within any other item in this chapter	25%	25%
90.13.3	Goods, as follows: a. lasers; b. searchlights; c.signalling lamps; d. spotlights	25%	25%
90.26.2	Electricity meters	25%	25%
90.27.1	Registers or meters that total electrical impulses	Free	Free
90.27.2	Stroboscopes	25%	25%
90.29	Parts or accessories of a kind used solely or principally with goods of a kind falling within items 90.23, 90.24, 90.26, 90.27, or 90.28:		
90.29.1	Parts for alternating current polyphase watthour meters, as prescribed by by-law, being parts that are entered for home consumption on or before 29 August 1979	Free	Free
90.29.9	Other	The rate of duty set out in this column in the tariff classification that applies to the highest rated goods with which the goods are suitable for use as a part or accessory	The rate of duty set out in this column in the tariff classification that applies to the highest rated goods with which the goods are suitable for use as a part or accessory
98.16.1	Tailors' dummies; automata and other animated displays of a kind used for shop window dressing	Free	Free

The relevant tariff pages have now been reprinted and are available on request from OTAR.

Inquiries: OTAR 01-248 5757 ext. 468/489/401.

Brazil

Amendment to import tariff. Customs policy council resolutions 3207 and 3208 published in *Diario Official*, 17 July, raised the duty on some goods in tariff headings 29.15 and 70.18.

Resolution 3207 raised the import duty on phthalic anhydride in heading 29.15.04.00 from 37 per cent to 60 per cent and

Resolution 3208 raised the import duty on pressed or moulded blocks, not optically polished, for the manufacture of corrective lenses in heading 70.18.01.00 from 9 per cent to 30 per cent.

Inquiries: OTAR 01-248 5757 ext. 476/474.

France

Textile labelling. A notice in the French *Official Journal* 25 August advised importers that, in accordance with the order of 18 August, textile products in chapters 50 to 62 and the coverings of products in chapters 66 (umbrellas, sunshades) and 94 (mattresses, cushions) were subject to a labelling requirement. If the textile part of these coverings represented at least 80 per cent of their total weight, the products may be given an overall label or marking. Failing that, there must be some indication on the packaging of the types, descriptions and fibre-content as laid down in articles 3 to 10 of decree 73/357 of 14 March 1973.

Copies of the French text of this notice are available from OTAR 01-248 5757 ext. 423/408/439.

Israel

Standards for fuses. The following Israeli standard has been declared official and compliance with it will be compulsory 60 days from 6 August 1978.

IS no 235, December 1974, fuses 25 and 63 amperes

The Standards Institute of Israel issues an English translation of the standard and copies may be obtained from the British Standards Institution Library, 2 Park Street, London W1, tel. 01-629 9000, telex 266933.

British exporters requiring technical advice are advised to contact Technical Help To Exporters, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts HP2 4SQ, tel. 0442 3111, telex 82424.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Italy

Chemical additives to foodstuffs. The Italian *Gazzetta Ufficiale* 231, 19 August, published ministerial decree dated 28 July, amending the ministerial decree of 31 March 1965 concerning chemical additives permitted in the preparation and conservation of foodstuffs.

A copy of the text in Italian is available from OTAR 01-248 5757 ext. 466/467/288.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Jamaica

Consumption duty. The Jamaica authorities have announced that consumption duty (no 3) order 1978 was made on 30 June. This replaces previous rates of consumption duty and (where applicable) additional consumption duty. Further information is available on request from OTAR 01-248 5757 ext. 7312/451/456/457.

Malta

Import licensing. The Malta *Government Gazette*, 25 August, carried legal notice 91, 1978, which had the immediate effect of adding ties to the list of goods requiring an import licence.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Mexico

Import licensing. A Mexican Acuerdo of the Secretaria de Comercio published in the *Diario Oficial*, 9 August, states that import licences are now required for chemicals in the following tariff headings until 31 December 1978:

29.13 A017, 29.22 A066

Inquiries: OTAR 01-248 5757 ext. 476/474.

Pakistan

Import controls and import duties. The government of Pakistan has now published the Import Policy Order 1978, see *Trade and Industry*, 14 July, covering the period 1 July 1978 to 30 June 1979.

It has also been reported that the Minister of Commerce announced on 15 August that shaving cream (ex CCCN 33.06), toothpaste (ex CCCN 33.06) and toothbrushes (ex CCCN 96.02) were to be moved from the free list to the tied list with effect from 16 August.

Additionally the Minister of Commerce announced the following import duty changes, also effective as from 16 August:

Paper or paperboard labels, whether or not printed or gummed (CCCN 48.19)	120% (previously 70% *ad val*)
Crown corks (ex CCCN 83.13)	125% (previously 85% *ad val*)

The CCCN numbers given above are according to the Pakistan tariff.

Inquiries from British exporters, specifying the item(s) preferably with CCCN numbers to OTAR 01-248 5757 ext. 420/475.

Philippines

Establishing a warehouse. The Philippines government has issued presidential decree 1419 which came into effect on 9 June and was published on 21 July.

This decree gives the incentives for the establishment of multinational regional warehouses by multinational companies supplying spare parts or manufactured components and raw materials to the Asia-Pacific area and the regulations for obtaining the incentives.

Portugal

Plant seeds. Portuguese *Diario da Republica*, first series, 176, 2 August, published memorandum 171/78 which sets certain standards for plant seeds. The table attached to the memorandum shows, against lists of species, the minimum accepted percentages of purity and germination capacity, and maximum accepted percentage content of extraneous seeds of other cultivated plants and of self-germinating plants.

Copies of the memorandum, in Portuguese only, may be obtained from OTAR 01-248 5757 ext. 460.

Saudi Arabia

Foodstuffs labelling. The British Embassy has recently reported that labelling in Arabic will be required for an additional 14 items of pre-packed food soon after Id a Fitr, which in practice is likely to be after 9 September 1978. This information is subject to conformation as a copy of the official decision has not yet been received. The foodstuffs for which labelling in Arabic is newly required are:

Noodles, spaghetti and shaariya; money; jams and marmalade; all packaged tomatoes and tomato products; canned homus; tahnia sweets; canned tuna, mackerel and sardines; cheese (all types); soup in all forms; bottled drinking water; table and cooking salt; canned garden peas; canned garden beans; canned meat and prepackaged meat products.

The Arabic script must show the following information:

Name of the food (accompanied with the declaration 'artificial' if it is so), net contents in metric units, list of ingredients.

Inquiries: OTAR 01-248 5757 ext. 7062/420.

Sierra Leone

Tariff changes. Public notice 34 published in the Sierra Leone *Gazette*, 30 June, amends with effect from that date the rate of duty payable on the following tariff numbers:

02.01, 02.02, 02.03, 02.04, 02.05, 03.03, 04.02, 04.05, 05.04, 09.01, 09.09, 10.02, 10.03, 10.04, 10.07, 11.01, 11.03, 11.04, 12.01, 12.09, 12.10, 17.01, 17.03, 18.06, 19.05, 19.06, 21.05, 21.07, 22.04, 22.05, 22.06, 22.07, 22.08, 24.02, 27.13, 34.04, 36.06, 37.02, 37.04, 37.06, 37.07, 38.11, 39.01, 39.07, 48.14, 50.09, 50.10, 51.04, 52.02, 56.07, 58.04, 64.02, 64.03, 64.04, 84.18, 85.15, 87.02, 90.03, 91.01, 91.02

Inquiries: OTAR 01-248 5757 ext. 473.

Spain

National energy plan 1978-1987. A copy of the plan, in Spanish, has been received in Export Services Division.

It is the first systematic energy policy to be planned in Spain and it outlines plans to reduce dependence on imported energy, to exploit the country's own resources and to develop electrification, nuclear energy and other energy systems.

The plan is available for inspection at the Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 368/369.

After 14 days copies will be available for loan in microfiche format only.

Applications will be dealt with in strict order of receipt.

Sri Lanka

Import duty changes. The Sri Lankan government has announced the following import duty changes effective from midnight 16 August. The amendments which are all increases in duty (previous rate shown in brackets) are as follows:

Tariff no./Description	General rate of duty
24.01 Unmanufactured tobacco; tobacco refuse:	
A Tobacco, not stripped, flue cured of the Virginia type	Rs200/kg (Rs170/kg)
B Tobacco, not stripped, other:	
i Beedi tobacco	50% (No change)
ii Other	Rs200/kg (Rs170/kg)
C Tobacco, wholly or partly stripped, flue cured, of the Virginia type	Rs200/kg (Rs170/kg)
D Tobacco, wholly or partly stripped, other	Rs200/kg (Rs170/kg)
E Tobacco refuse	Rs200/kg (Rs170/kg)

Inquiries: OTAR 01-248 5757 ext. 7062/420.

Thailand

Dyestuff. The Thai Ministry of Public Health has issued notifications 12 and 13 which came into effect on 12 July under which dyestuff is specified as an ordinary poisonous substance. This product will be exempt from import licensing so long as the importer complies with sections 13, 20, 21, 22, 23 and 24 of the Poisonous Substances Act BE 2510 as amended by the Poisonous Substances Act (No. 2) BE 2516.

Besides complying with all of the labelling regulations in section 21 of the above acts, the labelling of the dyestuff must also have the following wording 'Prohibited for use with food'.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Tariff amendments. The Thai Ministry of Finance has issued notice Saw Kaw 4/2521 which came into force on 12 July and amends the customs tariff as follows:

Customs tariff no./Description	New tariff rates: Ad val. (%)	Specific: Unit	Specific: Per unit (Baht)
20.02 Only, tomato juice with concentrates of not less than 28 per cent, whether or not containing sugar, vinegar or spices	80	kg	20.00
Chemical elements			
28.03 Only, carbon, anthracene black and lamp black	10	kg	0.40
Resins and plastics			
39.01 a Imported for use in paint industry, with the exception of Alchild resin, melamine resin and unsaturated polyester resin	10	kg	0.70
Alchid resin, melamine resin and unsaturated polyester resin imported for use in paint industry	20	kg	1.40
Unsaturated polyester resin imported for use in industry producing buttons	20	kg	1.40
39.02 b Only, ion exchange resin for use with inspection of mercury from polluted water	30	kg	3.00
Boilers, machinery and mechanical appliances			
84.06 Imported or ordered to importation by State Railway of Thailand for for use with locomotives under customs tariff item 86.03	5	—	—
84.10 b Imported or ordered to importation by State Railway of Thailand for use with locomotives under customs tariff item 86.03	5	—	—
84.11 b Imported or ordered to importation by State Railway of Thailand for use with locomotives under customs tariff item 86.03	5	—	—
84.18 Imported or ordered to importation by State Railway of Thailand for use with locomotives under custom tariff item 86.03	5	—	—
86.03 Imported or ordered to importation by State Railway of Thailand for use with locomotives under customs tariff item 86.03	5	—	—
84.65 Imported or ordered to importation by State Railway of Thailand for use with locomotives under customs tariff item 86.03	5	—	—
Electrical machinery and equipment			
85.16 Only, electric traffic control equipment for trains as imported or ordered to importation by State Railway of Thailand	5	—	—

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Togo

Import prohibitions. The government of the Republic of Togo published decree 78/35 in the *Official Journal*, 1 May, prohibiting the import by road of vehicles under the following tariff numbers: 8701, 8702, 8709 and 8714.

The decree came into force immediately.

Inquiries: OTAR 01-248 5757 ext. 472.

Trinidad and Tobago

Import licensing. Exporters are reminded that in all cases where import licences are required, licences should be in the possession of the importer before the goods are dispatched. Breaches of the import regulations can lead to forfeiture of the goods concerned. The Trinidad and Tobago authorities are particularly concerned about imports of the following goods:

televisions, radios, audio amplifiers with or without tuners (mono or stereo sets), refrigerators and deep freezers, air conditioning units, gas stoves, motor vehicle tyres, motor vehicles, furniture all types, tiles (glazed ceramic), clothing and cosmetics.

Inquiries: OTAR 01-248 5757 ext. 7312.

Import licensing. The Trinidad and Tobago authorities have announced that the following items now require an import licence:

Tariff no	Description of goods
85.15	Tuners
85.15	Receivers (tuners/amplifiers)
92.11	Record changers
92.11	Tape decks

Inquiries: OTAR 01-248 5757 ext. 7312.

Tunisia

Fifth development plan. A microfilm copy of the above plan has been received in Export Services Division.

It is available for reference in the Statistics and Market Intelligence Library, Room D16, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757 ext. 368/369.

After two weeks copies will be available for loan in microfiche format only.

Applications will be dealt with in strict order of receipt.

Taxe specialede compensation. The Tunisian authorities have now announced: complete exemption from taxe specialede compensation for the following items:

03.03 A, ex 25.17, 44.03 C, 55.09 Ba, 70.13 D, 70.14 Bb, 70.17, 70.18, 73.27, 84.09, 84.15 B, 85.04 B

and reductions and exemptions under certain provisions:

03.03 B, 13.02, 22.03, 22.05 C, 22.06, 22.08, 22.09 B, 25.15, 33.01, 33.05, 39.01, 39.02, 39.03, 40.14, 44.27, 44.28, 48.01 E, 48.07, 48.08, 48.15, 48.19, ex 49.01,ex 49.11, 55.09 A and Bb, ex 58.02 B, 59.02, 59.03, 59.08, 60.01, ex 69.07, 69.08, 69.10, ex 69.14, 70.13 B, 71.07, ex 71.09, 71.13, ex 73.18, ex 73.20, ex 73.32, 82.06, ex 84.06, 84.12, 84.15, 84.19, 85.04, 85.06, 85.07, ex 85.12, 87.02, 92.12 A and C

Inquiries: OTAR 01-248 5757 ext. 462.

United States

Pesticides. The *Federal Register*, 22 August, published guidelines proposed by the Environmental Protection Agency for the registration of pesticides. Written comments should be sent by 28 November 1978.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Unalloyed unwrought copper. On 23 March the international trade commission instituted an inquiry under section 201 of the Trade Act 1974 to determine whether unwrought, unalloyed copper provided for in item 612.06 of the US tariff schedule was being imported into the United States in such increased quantities as to be a substantial cause or threat of serious injury to the domestic industry. On 23 August the commission reported a positive finding to the president and recommended a five year quota of 300 000 short tons per year; the president has 60 days in which to decide whether to accept, reject or modify the international trade commission's recommendations.

Inquiries: 01-215 5397.

Wine labelling. The *Federal Register*, 23 August, published a rule by the Bureau of Alcohol, Tobacco and Firearms amending certain regulations relating to the labelling of wine and effective from 23 September 1978.

A copy of the text is available from OTAR 01-248 5757 ext. 456/457/7312.

Machine needles. On 25 August, the US international trade commission instituted an investigation under section 201(b) of the Trade Act 1974 to determine whether needles for machines for making non woven or no knit fabrics; needles for knitting, embroidery, and other textile machines; and needles for sewing machines, except sewing machines designed for household use; provided for in items 670.35, 670.58, 670.60, 670.64, 670.74 and 672.20 of the TSUS, are being imported into the US in such increased quantities as to be a substantial cause of serious injury to the domestic industry.

A public hearing will be held in Washington on 20 November. Requests for appearances at the hearing should be received by 15 November, when a prehearing will also be held. The petition filed in this case is available for public inspection from the international trade commission.

Inquiries: CRE 01-215 5397.

Speciality steel. Imports in pounds weight from the EEC for the product under quota at 18 August 1978:

Plates of stainless steel (item 923.21)	1 279 635

Inquiries: CRE 01-212 5397.

Uruguay

Import surcharge amendments. Decree 119/978, 1 March, included the following items in Uruguay's surcharge list:

Tariff/Description	Surcharge	Official price US$
85.23.89.50 Conductors (lead)	10%	—
34.05.89.02 Lustres (polishing preparations) for coachwork of motor vehicles	65%	—
30.03.01.95 Insecticides based on phosphate of 0,0 dimethyl-0,2 di-chloroninyl (DDVPO), backed with plastic materials in the form of collars, medallions or other similar forms, registered with the Ministry of Agriculture and Fisheries, for use on domestic animals	65%	—
38.11.89.03 Insecticides with a base of phosphate of 0,0-dimethyl-0-2,2 dichlorovinyl (DDVP), backed with plastic materials, in the form of strips or other similar forms, to be hung in various places	65%	—
39.03.03.19 Plates or sheets of cellulose acetates surface treated, for making line engravings	10%	
32.05.02.11 Aqueous solutions or dispersions of synthetic organic colourants, except pigments (including their mixtures) classified in the colour index, suitable for textile dyeing	10%	—
39.02.01.28 Styrene butadiene copolymers, or their master mixes, self-reinforcing, of heading 39.02, suitable for the manufacture of soles for footwear of the 'neolite' type (compacted gum) or microcellular	10%	—
48.15.03.08 Discs and other stamped forms of paper, 'overlay' type decorated by printing or decorated by synthetic resins, melamine formaldehide type, suitable for the decoration of tableware	10%	—
73.24.89.01 Cryogenic iron or steel containers, suitable to contain gases of air in a liquid state	10%	—
85.13.01.26 Printed circuit telephonic apparatus, in kits	10%	—
85.03.01.10 Cells and batteries, pastille type, with diameter greater than height	10%	—
27.06.89.01 Coaltar	10%	—
84.20.01.05 Commercial electronic balances without levers or pivots	30%	—
91.04.02.11 Digital wallclocks, with or without calendar and time indicators by movement of figures	30%	160 each
73.32.01.00 Hooks, ring bolts and staples with screw threads	30%	—
55.03.01.89 Other cotton waste	10%	—
85.20.01.50 Incandescent lamps with bayonet cap except those covered in headings 85.20.01.20, 85.20.01.30, 85.20.01.40 and 85.20.01.91	10%	—
96.03.03.11 Ballpoint pens which have the following parts totally of metal: points, button or cap, clips and charge (cartridge)	30%	—
39.02.03.16 Plates of polyvinyl chloride or of its copolymers and asbestos (vinyl-asbestos) for covering rooms or floors	110%	0.60 per kg
85.21.01.41 For black and white transmission of the size 12 in	90%	11.50 each

The following sections have been eliminated:

Electric cells, pastille type, heading 85.03.01.10
Electric cells for audiophones, heading 85.08.01.20

Inquiries: OTAR 01-248 5757 ext. 474/476.

ECGD cover for overseas fairs

As a supplement to the ordinary insurance policy exporters have with Export Credits Guarantee Department (ECGD), cover is available for goods exhibited at fairs overseas against the rather special risks involved.

The standard cover includes sales at overseas fairs
Sales made at overseas fairs are covered under the standard ECGD policy against eventualities of loss, such as the insolvency of the buyer or his default, or exchange difficulties preventing transfer of payment from the buyer's country.

Special cover
Under a special policy supplementary to an exporter's main policy, ECGD can cover also the risks of loss arising while the goods are being exhibited or are on their way to be exhibited.
The risks covered are loss caused by destruction or damage resulting from war (including 'civil war, hostilities, rebellion and insurrection') occuring in the country where the goods are being exhibited or in a country through which the goods are travelling on their way to be exhibited,
or war between any of the countries involved,
or the requisition or confiscation of the goods in these countries,
or any measure or decision in the country where the goods are exhibited which prevents their re-export to the UK.
For more information about this special cover, get in touch with the nearest regional office of ECGD.

ECGD's head office is at Aldermanbury House, Aldermanbury, London EC2. There are regional offices in:

Central London 01-437 2292 **North London** 01-808 4570 **South London** 01-686 9921 **Belfast** Belfast 31743 **Birmingham** 021-233 1771 **Bristol** Bristol 299971 **Cambridge** Cambridge 68801 **Glasgow** 041-332 8707 **Leeds** Leeds 450631 **Manchester** 061-228 3621.

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the bank guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

Central London

London, EC1 to EC4, WC1 and 2, W1 and SW1.

B. M. Sidwell, Waverley House, 7–12 Noel Street, London W1V 3PB. Tel. 01-437 2292. Telex 24105.

South London

London SE, SW2–20 and W2–14, Kent, Surrey (excluding the administrative district of Spelthorne), East and West Sussex, Hampshire, the Isle of Wight and the Channel Isles.

J. M. Foster, 320 Purley Way, Croydon, Surrey CR9 4HL. Tel. 01-686 9921. Telex 946998.

North London

London N, NW, E, the southern parts of Essex, Hertfordshire and Buckinghamshire, the Slough, Burnham and Datchet area of Berkshire and the Spelthorne district of Surrey.

J. K. Sedman, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

Belfast

The six counties of Northern Ireland.

R. H. Forsyth, River House, High Street, Belfast BT1 2BE. Tel. 0232 31743. Telex 74577.

Birmingham

Leicester, Nottinghamshire, Salop, Staffordshire, Warwickshire, West Midlands, the southern part of Derbyshire and that part of Hereford and Worcester formerly known as Worcestershire.

F. Wilmot, Colmore Centre, 115 Colmore Row, Birmingham B3 3SB. Tel. 021-233 1771. Telex 33132

Bristol

Dyfed, Powys, Gwent, West, Mid and South Glamorgan, Gloucester, Avon, Wiltshire, Oxon, Dorset, Somerset, Devon and Cornwall. That part of Hereford and Worcester formerly known as Herefordshire, Berkshire except the Slough, Burnham and Datchet areas.

R. A. Bounds, 1 Redcliffe Street, Bristol BS1 6NP. Tel. 0272 299971. Telex 44248.

Cambridge

Bedfordshire, Cambridge, Norfolk, Northamptonshire and Suffolk, the northern parts of Essex, Hertfordshire and Buckinghamshire, and the southern part of Lincolnshire including the City of Lincoln.

H. Watson, Three Crowns House, 72–80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

Glasgow

Scotland and the Outer Isles.

D. W. Miller, Fleming House, 134 Renfrew Street, Glasgow G3 6TI. Tel. 041-332 8707. Telex 77130.

Leeds

Durham, Tyne & Wear, Northumberland, Cleveland, North, West and South Yorkshire, Humberside and the northern part of Lincolnshire.

W. Ford, West Riding House, 67 Albion Street, Leeds LS1 5AA. Tel. 0532 450631. Telex 55125.

Manchester

Gwynedd, Clwyd, Cheshire, Merseyside, Greater Manchester, Lancashire, Cumbria, the northern part of Derbyshire and Isle of Man.

R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
				of which			of which					
			Total	Manufacturing industry	Distributive and service industries excl. shipping	Total	Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1975 prices		at 1975 prices			at 1975 prices				at current prices		
Base of index Series in Stock level at end-1977	1975	£ million	£ million			34,469	20,353	£ million 4,540	3,181	£ million		
1971	94.5	59 340	20 208	3 923	3 888	235	..	..	..	1 090	261	829
1972	96.7	62 762	20 239	3 398	4 055	73	..	..	..	135	−722	857
1973	103.4	65 497	21 609	3 504	4 674	2 983	1 336	432	624	−999	−2 383	1 384
1974	101.4	64 070	21 164	3 822	4 605	1 462	1 288	361	−180	−3 591	−5 235	1 644
1975	100.0	63 192	20 817	3 522	3 841	−1 925	−1 221	−249	−100	−1 855	−3 236	1 381
1976	102.9	63 320	20 489	3 345	3 926	261	316	131	13	−1 137	−3 589	2 452
1977	104.8	62 732	19 738	3 573	4 325	1 051	442	266	29	289	−1 709	1 998
1976 2nd qtr.	..	..	..	828	972	..	−46	−10	−88	−313	−949	636
3rd qtr.	..	..	..	849	1 005	..	83	81	27	−416	−1 132	716
4th qtr.	..	..	..	856	1 014	..	255	17	23	−329	−958	629
1977 1st qtr.	..	..	..	851	1 030	..	267	82	162	−495	−973	478
2nd qtr.	..	..	..	879	1 044	..	79	179	−18	−297	−762	465
3rd qtr.	..	..	..	910	1 103	..	−18	−80	−76	574	31	543
4th qtr.	..	..	..	932	1 149	..	115	85	−39	507	−5	512
1978 1st qtr.	..	..	..	920	1 169	..	71	81	114	−317	−612	295
2nd qtr.	..	..	..	979	1 172	..	191 p	−15 p	102 p	198	−135	333
% change last 2 qtrs. on prev. 2 qtrs.	..	..	..	+3.1	+4.0							
on a year earlier	..	..	..	+9.8	+12.9							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)				Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices		Wholesale prices: all manufacturing industry		Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students		Unfilled vacancies for adults	Export	Import
						% increase on a year earlier	basic materials and fuel used	manufactured products: home sales		mid-month count	% of total employees	mid-month count	On a balance of payment basis	
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)	thousands		thousands	at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1975	1975	Jan. 1970	thousands		thousands	1975 19,463	1975 22,699
1971	100.1	99.4	100.0	108.5	80.0	9.4	23.2	47.6	118.7	775.8	3.4	130.9	85.4	85.7
1972	102.3	102.0	105.3	138.6	85.7	7.1	24.2	50.1	134.0	854.9	3.7	147.3	85.2	95.3
1973	110.0	110.5	110.3	137.1	93.5	9.1	55.8	66.6	152.1	611.0	2.6	307.0	97.8	108.7
1974	106.3	108.9	109.0	102.8	108.5	16.0	86.8	81.9	179.1	599.7¹	2.6¹	302.7¹	104.3	109.7
1975	100.6	102.2	106.7	97.2	134.8	24.2	100.0	100.0	226.6	929.0	3.9	150.0¹	100.0	100.0
1976	101.4	103.2	106.5	104.7	157.1	16.5	127.0	117.3	261.9	1 269.8¹	5.4¹	120.4¹	109.8	105.7
1977	102.7	104.0	103.6	107.1	182.0	15.8	145.6	140.5	288.5	1 378.1	5.8	155.6¹	118.9	107.1
1977 1st qtr.	103.4	105.5	103.3	104	174.1	16.5	144.8	133.0	280.0	1 329.5	5.6	..	115.8	109.4
2nd qtr.	102.1	103.2	102.5	103	181.9	17.4	148.8	139.6	285.3	1 340.6	5.6	157.7	118.0	109.6
3rd qtr.	103.0	104.0	104.3	112	184.7	16.5	146.5	143.8	288.3	1 414.6	5.9	151.9	124.4	106.6
4th qtr.	102.4	103.4	104.4	110	187.4	13.1	142.2	145.8	300.4	1 427.8	6.0	160.1	117.6	102.7
1978 1st qtr.	103.5	103.8	106.3	129	190.6	9.5	140.2	149.2	310.8	1 409.4	5.9	187.7	119.9	114.1
2nd qtr.	104.3 p	104.8 p	108.0		195.8	7.7	146.3	151.8		1 372.7	5.7	210.3	122.2	109.6
1977 Oct.	102.1	103.1	102.7	116	186.5	14.1	143.7	145.3	295.8	1 431.5	6.0	156.0	119.0	101.4
Nov.	102.0	102.7	103.1	108	187.4	13.0	142.0	145.7	300.5	1 429.6	6.0	159.4	115.1	98.5
Dec.	103.1	104.4	106.9	104	188.4	12.1	141.0	146.3	304.8	1 422.3	6.0	165.0	118.8	108.1
1978 Jan.	103.2	103.5	104.9	125	189.5	9.9	139.4	148.3	306.3	1 419.2	5.9	180.3	111.7	114.4
Feb.	103.7	103.7	106.8	120	190.6	9.5	139.1	149.2	311.2	1 409.0	5.9	187.0	127.2	111.1
Mar.	103.5	104.4	107.0	142	191.8	9.1	142.0	150.0	314.8	1 400.0	5.9	195.8	120.9	116.7
Apr.	105.4	105.8	106.7	132	194.6	7.9	145.1	150.9	325.7	1 387.1	5.8	203.7	125.7	103.7
May	103.3	103.6	108.4	124	195.7	7.7	146.8	151.9	327.2	1 366.4	5.7	209.9	119.2	113.8
June	104.2 p	105.0 p	108.7	133	197.2	7.4	147.0	152.7	333.8 p	1 364.7	5.7	217.4	121.6	111.3
July			111.4	108	198.1	7.8	145.7 p	153.8 p		1 371.4	5.7	211.0	127.0	115.8
Aug			111½ p				144.3 p	154.5 p		1 392.1 p	5.8	209.3		
% change latest 3 months														
on prev. 3 months	+0.8	+0.9	+2.9	−7.4	+2.4		+0.7	+1.8	+5.8	−0.6		+4.6	−1½	+3
on a year earlier	+2.2	+1.6	+6.5	+15.5	+7.6		−1.1	+7.6	+15.3	−1.1		+36.6	+1½	+2

p Provisional pe 2nd Preliminary e Estimate .. Not available ¹ Average of available months

Inquiries: 01-215 3453

Export prospects to first quarter 1979

UK exports are expected to show an increase in volume of around 4 per cent (on a seasonally adjusted basis) between the two halves of 1978, with continued growth, but probably at a slower rate, in the first quarter of 1979.

The increase in the second half of 1978 represents a recovery in the rate of growth following an unchanged level between the second half of last year and the first half of 1978.

For 1978 as a whole, export volume is forecast to increase by around 4 per cent over the previous year, compared with the rise of 8½ per cent in 1977.

The latest estimates for 1978 confirm forecasts made in the previous survey published in June.

These estimates are derived from forecasts of their own exports made by the UK's largest exporting companies for the Department of Trade's latest survey of short-term export prospects.

Exports of the large exporters

The main features of the latest survey (based on non seasonally adjusted data) are:

☐ The major companies expect the volume of their exports in the second half of 1978 to be around 14 per cent higher than a year earlier, and for this rate of growth to be maintained in the first quarter of 1979. These increases will reflect the comparatively low figures in the fourth quarter of 1977 and the first quarter of this year.

☐ The increase in the volume of exports reported by the large exporters for the second quarter of 1978 is below the forecast increase of the previous survey, but their forecasts for the two subsequent quarters are little changed.

☐ The latest figures of price increases, compared with a year earlier, for the large exporters are about 3 per cent in the second and third quarters of the year, followed by forecasts of 6 and 8 per cent for the two subsequent quarters. The forecasts have been revised downwards, perhaps reflecting the relative stability of sterling at the time of the latest survey.

☐ Taking volume and price movements together, in the second half of 1978 the value of exports of the large exporters is estimated at around 20 per cent higher than a year earlier, with an increase of 23 per cent in the first quarter of 1979, in both cases again reflecting comparatively low earlier figures.

Notes on estimates for total exports

In order to derive forecasts for total exports, it is necessary to make an assessment of the relationship between the year-on-year percentage changes for the large exporters and for total exports, which then needs to be expressed in terms of a seasonally adjusted quarterly path for total export volume. This will occasionally lead to a situation in which the pattern of large exporters' volume growth, in terms of change on a year earlier, is different from the trend for total exports.

One difficulty in deriving the present estimates arises from the rather erratic pattern in the figures of the seasonally adjusted volume of total exports, which show a strong rise in the third quarter followed by a sharp fall in the fourth quarter. This did not appear to be fully reflected in the volume figures for the large exporters shown in table 3, which provides a comparison of percentage changes of a year earlier for the large exporters and total exports. These comparisons are influenced by the year earlier figures, and may also reflect, among other things, timing differences. As usual, the forecasts of total exports derived from the survey must be regarded with appropriate caution.

In the latest survey, the period covered was the second quarter of 1978 to the first quarter of 1979. The survey was conducted in July and August. Replies were received from 61 companies, covering about one-third of the total value of UK exports.

The questionnaire asked for the actual value of firms' export deliveries in the second quarter of 1978 and forecasts for the subsequent three quarters; the percentage change these values represented over the same quarter a year earlier; and how this change was divided between movements in price and volume.

Figures for total UK exports are derived from the information provided by the large exporters, and involve an assessment of the relationship between this information and the overseas trade data for total exports (see table 3). In addition, the accuracy of the forecasts for total exports will depend on the quality of the information obtained from the companies and how far their own forecasts are realised (see table 2).

The figures for total exports are based on the Standard International Trade Classification (rev 2) and the price and volume figures derived from data rebased on 1975 = 100.

An article on the survey was published in *Statistical News*, 38, August 1977. This discussed the reason for the introduction of the inquiry; described how it has been run; and explained some of the problems inherent in it and the attempts being made to solve them.

Table 3 Comparison of major companies' outturn with recorded figures for total UK exports [1]

Percentage change on a year earlier

	Value		Volume		Price [2]	
	Survey companies (outturn)	Total UK (recorded)	Survey companies (outturn)	Total UK (recorded)	Survey companies (outturn)	Total UK (recorded)
1975						
Q3	3½	21	−9½	−7	13½	21
Q4	13	13	−½	½	13½	19
1976						
Q1	26	20	9½	8	15	15
Q2	27	24	9	6	16	19
Q3	34	26	12½	9	19	19
Q4	39½	32	15	8½	20	22
1977						
Q1	30	33	9	9½	19	22
Q2	25½	30	10	8	14	20
Q3	21	32	9½	13	11	16
Q4	4½	14	—	3½	4	10
1978						
Q1	6	12	3	4	3	8
Q2	7	14	4	7	2½	6

[1] Recorded OTS less precious stones, North Sea oil production installations and gold coin. [2] The price index is the average value obtained by dividing the value of exports by the volume figure. This is likely to be closer to the figures given by firms than the unit value index.

Table 1 Movement in exports by value, volume and price

	Total UK exports [1]	Twelfth survey results for major exporters [2]			
	1978	1978			1979
	Q2	Q2	Q3	Q4	Q1
	Recorded	Outturn		Forecasts	
Value £ million	9 502	3 036	3 142	3 490	3 463
% increase on a year earlier	13 [3]	7	15	24	23
Volume % increase on a year earlier	6½ [3]	4	11	17	14
Price % increase on a year earlier	6 [4]	2½	3½	6	8

[1] Source: Overseas Trade Statistics. [2] Aggregated from returns received from 61 companies. [3] If exports of precious stones, North Sea production installations and gold coin are excluded the figures become 14 and 7 respectively. [4] Average value index. See footnote to table 3.

Table 2 Comparison of latest survey with previous rounds

Percentage change on a year earlier

	1978 Q2				1978 Q3			1978 Q4	
	S9	S10	S11	S12	S10	S11	S12	S11	S12
Value	20	13	12	7	15½	17	15	26	24
Volume	12	9	7	4	11	11	11	19	17
Price	7½	4	4½	2½	4	5½	3½	7	6

S9 ninth survey, October 1977, provisional results published in *Trade and Industry* 9 December 1977. S10 tenth survey, January 1978, provisional results published in *Trade and Industry*, 10 March. S11 eleventh survey, April 1978, provisional results published in *Trade and Industry*, 16 June. S12 twelfth survey, July 1978.

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Index of industrial production for Scotland: first quarter 1978

The seasonally adjusted index of industrial production for Scotland for the first quarter of 1978 is provisionally estimated at 108.2 (1970 = 100).

This out-turn represents a recovery from the erratically low figure for the final quarter of 1977 to around the level of production of the preceding quarter. For the most recent four quarters, output was marginally higher than in the preceding year, with increases in activity in construction and the gas, electricity and water sector more than offsetting a fall in manufacturing output.

The short-term movement in the UK index of industrial production was similar in pattern, but the fall in the final quarter of 1977 and the subsequent recovery in the first quarter of 1978 were both less marked. Excluding the petroleum and natural gas industries, the movements in Scottish and UK output were not very different in the latest year as compared with the preceding year: the relative buoyancy of the Scottish construction industry compensated for a larger fall in manufacturing output.

Table 1 Index of industrial production for Scotland: quarterly results

Industrial analysis seasonally adjusted (1970 = 100)

				Manufacturing industry								
1968 SIC	Total all industries	All industries less MLH104 [1]	Total all manufacturing industries	Food, drink and tobacco	Chemicals coal and petroleum products	Metal manufacturing	Engineering and allied industries	Textiles, leather and clothing	Total other manufacturing	Mining and quarrying	Construction	Gas, electricity and water
Weight per 1 000	1 000	1 000	729	170	55	53	270	67	114	30	170	71
1971	98.6	98.6	98.4	105	110	88	93	103	97	107	98	99
1972	100.5	100.4	99.5	109	122	86	89	107	100	95	102	110
1973	109.6	109.5	108.4	114	124	96	100	117	112	106	109	126
1974	107.4	107.2	109.3	119	134	90	105	106	102	98	95	123
1975	104.9	104.5	105.0	118	114	75	107	100	94	110	96	123
1976	106.1	105.7	107.0	118	139	73	105	107	96	107	92	130
1977	106.7	106.1	106.1	117	134	72	103	114	95	103	100	138
1973												
1st qtr	110.0	109.9	107.1	112	117	97	100	120	109	108	116	127
2nd	109.1	109.0	107.4	116	122	97	97	119	111	106	110	127
3rd	110.3	110.2	109.6	115	129	100	101	113	114	117	106	125
4th	108.9	108.7	109.4	115	128	92	102	116	115	94	103	124
1974												
1st qtr	105.9	105.7	107.9	119	137	83	103	105	102	71	98	119
2nd	109.2	108.9	111.7	119	137	94	108	112	105	102	95	119
3rd	108.2	107.9	109.7	120	136	89	105	106	104	113	94	126
4th	106.5	106.2	107.8	118	126	93	106	102	99	105	92	128
1975												
1st qtr	106.7	106.4	107.1	119	114	88	108	100	97	113	97	124
2nd	104.2	103.8	103.5	116	112	75	105	101	93	108	98	125
3rd	104.9	104.5	105.4	118	111	70	111	101	91	104	95	125
4th	103.8	103.4	103.9	118	121	66	104	100	93	114	95	120
1976												
1st qtr	105.4	105.0	105.5	116	132	71	104	103	97	112	94	129
2nd	105.8	105.4	106.8	120	142	72	104	105	95	108	92	129
3rd	104.9	104.4	106.5	118	141	73	103	108	95	103	89	127
4th	108.3	107.8	109.3	119	143	76	108	111	97	103	95	133
1977												
1st qtr	106.8	106.3	107.7	117	137	76	105	116	96	104	91	136
2nd	106.6	106.1	106.8	116	137	74	106	109	95	100	94	137
3rd	108.7	108.1	107.3	118	132	71	105	115	97	101	102	143
4th	104.6	104.0	102.7	115	130	67	97	117	93	106	100	134
1978												
1st qtr	108.2	107.5	105.5	121	134	67	101	115	92	104	104	142
Percentage change Q1 1978 on Q4 1977	3.4	3.4	2.7	5	3	0	4	−2	−1	−2	4	6
Latest 4 qtrs on preceding 4 qtrs	0.5	0.4	−1.9	−1	−5	−6	−3	4	−2	−2	9	6

Index of industrial production for the UK [2]

Industrial analysis seasonally adjusted (1970 = 100)

Weight per 1 000	1 000	999	745	84	65	57	319	76	144	37	146	72
1971	100.1	100.0	99.4	101	102	91	99	102	101	100	102	104
1972	102.3	102.2	102.0	105	108	91	99	104	107	84	104	111
1973	110.0	110.0	110.5	109	120	100	107	110	119	93	108	118
1974	106.3	106.2	108.9	110	125	92	108	103	112	79	94	118
1975	100.6	100.5	102.2	109	113	79	103	100	102	86	86	120
1976	101.4	101.0	103.2	111	124	85	99	102	106	89	84	123
1977	102.7	101.7	104.0	112	128	81	100	101	108	104	83	128
1977												
1st qtr	103.4	102.5	105.5	113	129	84	101	105	110	102	81	128
2nd	102.1	101.1	103.2	111	128	80	99	100	106	104	82	131
3rd	103.0	101.9	104.0	111	128	83	100	101	108	105	84	129
4th	102.4	101.4	103.4	114	126	75	99	100	108	104	86	125
1978												
1st qtr	103.5	102.3	103.8	113	127	77	101	100	107	108	86	133
Percentage change Q1 1978 on Q4 1977	1.1	0.9	0.4	−1	1	3	2	0	−1	4	0	6
Latest 4 qtrs on preceding 4 qtrs	0.6	0.0	−0.6	1	1	−8	0	−2	−1	13	1	4

[1] Petroleum and natural gas industry MLH 104, covers exploration for, and extraction of, mineral oil and natural gas and also the stabilisation, separation and storage of these products. [2] UK figures as given in the press release of August 1978.

Detailed analysis

The rise in Scottish industrial output between the fourth quarter of 1977 and the first quarter of 1978 was widely spread among the majot sectors, with only mining and quarrying showing a fall. Looking at market sectors, the recovery was some 4 to 5 per cent for both consumer and investment goods, and rather less for intermediate goods.

The major increases in first quarter output within the manufacturing sector were recorded by the food, drink and tobacco and engineering groupings. The performance of the former was largely attributable to the beer industry. Within engineering, improvements in electrical engineering, shipbuilding, marine engineering and vehicles more than offset the downturn in mechanical and instrument engineering and metal goods nes. The divergent behaviour of the electrical engineering and mechanical and instrument engineering industries was exaggerated by reclassification of companies in the Business Statistics Office's quarterly production inquiry from mechanical and instrument engineering to electrical engineering. Elsewhere, much of the improvement in shipbuilding, marine engineering and vehicles is attributable to the shipbuilding industry and the decline in metal goods nes was experienced by most of the constituent minimum list heading (MLH) industries.

Other notable changes within manufacturing were the downturns in timber, furniture etc, largely due to the timber industry, while the rubber industry is largely responsible for the rise in total.

Both the gas, electricity and water and the construction industries recovered from the lower output recorded in the fourth quarter. The output of gas and electricity industries was influenced by the rather severe winter weather. The improvement in the construction industry resulted from the increase in repair and maintenance and work done by directly employed labour of the public sector offsetting the reduction in house building.

Inquiries: 031-556 8400 ext. 5840.

Table 2 Index of industrial production for Scotland: market sector analysis

Seasonally adjusted (1970 = 100)

1968 SIC	All industries other than construction	Consumer goods			Investment goods	Intermediate goods
		Total	Durable	Non-durable		
Weights per 1 000	830	271	42	229	220	339
1971	98.8	105.6	109	105	90.1	98.9
1972	100.2	109.8	115	109	83.1	103.8
1973	110.6	118.2	119	118	95.9	112.0
1974	110.1	118.4	119	118	101.0	109.3
1975	106.7	114.3	103	116	104.8	101.9
1976	108.9	115.4	96	119	104.8	106.4
1977	108.7	117.0	101	120	102.0	106.4
1973						
1st qtr	112.3	117.3	125	116	95.5	110.6
2nd	109.0	118.6	118	119	92.7	111.9
3rd	111.2	117.5	114	118	98.1	114.5
4th	110.2	119.5	120	119	97.3	111.0
1974						
1st qtr	107.6	118.2	122	117	97.7	105.5
2nd	112.0	119.9	127	119	103.3	111.4
3rd	111.1	119.4	118	120	100.4	111.6
4th	109.4	115.9	110	117	102.7	108.7
1975						
1st qtr	108.8	117.2	115	118	104.4	104.9
2nd	105.5	113.1	103	115	102.8	101.2
3rd	106.9	115.4	112	116	107.1	100.1
4th	105.7	111.6	83	117	104.9	101.6
1976						
1st qtr	107.8	112.5	86	117	104.7	106.0
2nd	108.7	115.3	91	120	103.9	106.7
3rd	108.2	115.9	101	119	102.5	105.6
4th	111.0	118.1	105	120	107.9	107.5
1977						
1st qtr	110.0	117.9	105	121	103.4	107.9
2nd	109.2	115.8	99	119	105.4	106.3
3rd	110.1	117.2	99	120	105.0	107.8
4th	105.5	117.2	100	120	94.2	103.5
1978						
st qtr	109.1	121.8	105	125	98.6	104.7
Percentage changes Q1 1978 on Q4 1977	3.4	3.9	5	4	4.7	1.2
Latest 4 qtrs on preceding 4 qtrs	−0.9	1.0	0	1.0	−3.5	−1.3

Index of industrial production for the UK: market sector analysis

Seasonally adjusted (1970 = 100)

Weights per 1 000	850	249	61	188	238	363
1971	99.8	102.5	107	101	97.9	99.2
1972	102.1	109.8	120	106	95.4	101.1
1973	110.5	118.7	132	114	103.5	109.4
1974	108.5	116.5	124	114	106.0	104.6
1975	103.1	110.6	114	110	102.9	98.2
1976	104.3	112.4	113	112	98.0	102.9
1977	106.1	115.4	113	116	98.7	104.5
1977						
1st qtr	107.3	115.9	115	116	100.0	106.1
2nd	105.6	113.4	110	114	98.1	105.2
3rd	106.2	115.5	114	116	98.6	104.9
4th	105.3	117.0	115	118	98.0	101.9
1978						
1st qtr	106.6	116.1	115	116	99.6	104.6
Percentage changes Q1 1978 on Q4 1977	1.2	0.8	0	2	1.6	2.6
Latest 4 qtrs on preceding 4 qtrs	0.4	1.1	−1	2	0.2	0.0

Vehicle production: provisional estimates for August

Provisional estimates of vehicle production in the United Kingdom in the four weeks ending 26 August 1978 are shown below. More detailed production figures are due to be published on 21 September.

Inquiries: 01-212 0788.

Thousands

	No. of weeks	Passenger cars		Commercial vehicles	
		Recorded	Seasonally adjusted (monthly average)	Recorded	Seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	53	1 333	111	372.1	31.0
1977	52	1 316	110	398.3	33.2
1977					
Jan	4	120	121	34.3	36.7
Feb	4	96	99	33.2	33.3
Mar	5	115	97	42.0	34.2
Apr	4	113	122	29.5	32.2
May	4	140	122	38.9	35.9
Jun	5	117	108	32.8	29.2
Jul	4	75	105	27.0	33.4
Aug	4	79	102	23.5	34.3
Sep	5	116	120	35.3	33.9
Oct	4	103	103	34.1	33.3
Nov	4	113	104	31.0	29.9
Dec	5	128	116	36.5	32.1
1978					
Jan	4	111	112	31.1	33.5
Feb	4	108	112	30.7	31.1
Mar	5	139	126	41.9	36.4
Apr	4	119	121	35.0	36.3
May	4	122	106	37.8	35.4
Jun	5	122	111	39.5	34.5
Jul	4	65	92	27.2	34.2
Aug	4	80	104	20.6	30.3
Mar-May 1978			118		36.0
Jun-Aug 1978			102		33.0
Percentage change			−13		−8

Bankruptcy records for England and Wales

Details of bankruptcies in England and Wales are maintained in a public search room at Room 901, Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY.

Searches can be made personally or by an agent and a fee of 25p in respect of each bankruptcy inquiry is payable at the time.

Wholesale price indices in August

1975 = 100 series

The wholesale price indices are now presented on a new base. They are weighted according to the 1974 patterns of sales and purchases but with the reference year of 1975 taken as 100. The 1974 patterns have been adopted because the latest source of detailed information on purchases is the 1974 purchases inquiry; the selection of 1975 rather than 1974 as the reference year is in accordance with international recommendations.

Output prices

The provisional price index for the home sales of manufactured products rose by ½ per cent in August to 154.5 (1975 = 100).

The index for manufactured products other than food, drink and tobacco was also ½ per cent higher as a result of increases spread across most sectors. This index has increased by 1¾ per cent in the latest three months.

Slightly higher prices throughout the sector were responsible for the rise of ½ per cent in the index for the output of the food manufacturing industries. This index increased by 1¾ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period was unchanged at 7½ per cent in August (see note) after falling for 12 successive months. The increase over the latest six months was 3½ per cent.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry fell by 1 per cent in August to 144.3 (1975 = 100). The index also fell by 1 per cent over the last 12 months.

The index for materials purchased by manufacturing industry other than food, drink and tobacco industries fell by ¾ per cent in August. This decrease was again mainly the result of sterling's appreciation against the dollar, affecting particularly the price of crude oil. This index has fallen by 3 per cent in the latest three months.

Lower prices for both home-produced and imported materials were responsible for the fall of 2 per cent in the index for materials purchased by the food manufacturing industries. Large falls in the price of home produced cereals and potatoes made the most significant contribution. This index has fallen by ¾ per cent in the latest three months.

Note

On the 1970 = 100 series the change over the 12 months to August in the index for all manufactured products would have been 8¼ per cent. Most of the difference between this figure and the 7½ per cent on the 1975 = 100 series is caused by the greater weight given to petroleum products whose price changed little over the year. Further details on the effects of rebasing the series will be given in *Trade and Industry* on 22 September.

1975 = 100

	Jun	Jul p	Aug p
Output prices (home sales)			
All manufactured products	152.7	153.8	154.5
Products of manufacturing industry other than food, drink and tobacco industries	150.3	151.4	152.3
Products of the food manufacturing industries	161.4	162.9	163.2
Prices of materials and fuel purchased			
By manufacturing industry	147.0	145.7	144.3
materials	146.3	144.8	143.1
coal, gas and electricity	152.9	152.9	152.8
By manufacturing industry other than food, drink and tobacco industries	142.1	139.7	138.7
materials	140.0	137.2	136.1
By food manufacturing industries	158.0	158.9	155.7
materials	158.1	159.0	155.7

p Provisional.

Inquiries: 01-215 3157.

Balance of payments: second quarter

Combined current and capital accounts of the UK balance of payments in the second quarter showed a deficit of £1,494 million compared with a surplus of £173 million in the previous quarter. The deterioration was wholly in the capital account: early repayments of IMF and foreign currency loans were partly responsible.

There was a surplus on current account (seasonally adjusted) of £198 million following a deficit of £317 million in the previous quarter. Most of the change between the quarters can be attributed to the reduction in the deficit on visible trade to £135 million from the erratically large deficit of £612 million in the previous quarter.

Invisibles

The surplus on invisibles (seasonally adjusted) in the second quarter is estimated at £333 million, £38 million higher than in the previous quarter when government contributions to the EEC were especially large. The average level of the surplus in the first half of 1978 is, however, well below the average level during 1977, primarily because of the generally higher level of EEC contributions in 1978. In the second quarter, the transactions of the private sector and public corporations (excluding transfers) showed a surplus of £1,094 million. This is £69 million down on the first quarter as earnings from financial services fell back from the exceptionally high level in the first quarter, and there were slight deterioriations in the balances on sea transport and civil aviation. The surplus on the travel account is provisionally estimated to have remained at about the level in the first quarter.

Table A UK balance of payments

Balance of payments summary

£ million

				1977				1978	
	1975	1976	1977	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr
Current account	Seasonally adjusted								
Visible balance	−3 236	−3 589	−1 709	−973	−762	+31	−5	−612	−135
Invisible earnings	+1 381	+2 452	+1 998	+478	+465	+543	+512	+295	+333
CURRENT BALANCE	−1 855	−1 137	+289	−495	−297	+574	+507	−317	+198
	Not seasonally adjusted								
Current balance	−1 855	−1 137	+289	−536	−296	+598	+523	−429	+323
Investment and other capital transactions	+278	−2 896	+4 410	+1 722	+121	+1 190	+1 377	+79	−1 139
Balancing item	+112	+404	+2 662	+727	+1 083	+820	+32	+523	−678
BALANCE FOR OFFICIAL FINANCING	−1 465	−3 629	+7 361	+1 913	+908	+2 608	+1 932	+173	−1 494
Official financing									
Net transactions with:									
IMF	0	+1 018	+1 113	+682	+217	+214	0	0	−505
Other monetary authorities	0	−34	0	0	0	0	0	0	0
Foreign currency borrowing:									
By government [1]	+423	0	+871	+584	0	+287	0	0	+191
By public sector under exchange cover scheme	+387	+1 792	+243	+18	+33	+118	+74	−219	−218
Official reserves (drawings on, +: additions to, −)	+655	+853	−9 588	−3 197	−1 158	−3 227	−2 006	+46	+2 026

[1] Drawings on two Euro-dollar facilities for the government to borrow $2,500 million and $1,500 million, and a $350 million bond issue in New York.

There was some increases in the profits UK oil companies earned abroad.

Capital account

There was a deficit on capital account (including unidentified transactions) for the first time since the third quarter of 1976, a reflection of a fall in official reserves during April. Most components contributed to the turn-round. External sterling balances decreased by nearly £400 million and UK banks external sterling lending increased by over £350 million (mainly export credit). UK banks lending abroad in overseas currencies increased more rapidly than their borrowing from abroad and this resulted in an outflow of £532 million. The investment by overseas companies (including oil companies) in their subsidiaries in the United Kingdom, which had been exceptionally high in the first quarter of 1978, was exceptionally low in the second quarter, with a difference between the quarters of some £570 million. Investment in the UK public sector, which had recorded substantial inflows during 1977, showed a small net outflow for the second quarter running.

Official financing

There was a deficit for official financing of £1,494 million. In April, the government made early repayment to the International Monetary Fund of the first credit tranche (SDR 700 million) which, taken together with sterling drawings by other countries, reduced the UK's liabilities to the IMF by £505 million. Early repayments on foreign currency loans drawn under the exchange cover scheme were also made, net repayments during the second quarter totalling £218 million. During the quarter the government received the proceeds of issuing $350 million of bonds on the New York capital market. These official financing transactions added to the deficit on current accounts combined and resulted in a decrease of £2,026 million in the official reserves.

Inquiries: Balance of payments figures, Central Statistical Office, 01-233 7489; economic policy, Treasury, 01-233 3415.

Made-up clothing: orders and deliveries in June

In the three months ended June 1978 deliveries by the clothing industry were provisionally estimated to have been 6 per cent lower than in the preceding three months while net new orders were 7 per cent lower. Orders-on-hand at the end of June 1978 were 2 per cent higher than the end-March 1978 level. (These comparisons are based on the seasonally adjusted series in the accompanying tables).

In using the index numbers shown in the table, it should be borne in mind that, when price increases are large, the various problems associated with constructing a constant value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

Inquiries: 01-212 0116.

Made-up clothing

Index numbers of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1969 = 100		Average 1970 Deliveries = 100		Average 1970 Deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968	107		100		97	
1969	100		97		97	
1970	103		102		100	
1971	119		108		104	
1972	125		110		109	
1973	155		123		117	
1974	145		115		114	
1975	142		118		115	
1976	138		118		114	
1977 p	139		124		121	
1976						
1st qtr	126	131	109	110	113	112
2nd	152	140	129	120	109	113
3rd	127	136	102	119	114	113
4th	138	135	131	121	120	117
1977						
1st qtr	145	150	127	130	122	124
2nd	154	141	123	116	115	120
3rd p	131	139	113	135	121	121
4th p	139	137	132	127	125	124
1978						
1st qtr	134	140	122	128	121	126
2nd	156	143	131	119	116	118
1976						
Jan	129	133	94	110	102	116
Feb	128	135	115	113	116	111
Mar	126	131	117	109	119	110
Apr	135	132	131	122	108	112
May	154	137	153	125	114	122
Jun	152	140	103	113	106	105
Jul	139	138	97	126	111	113
Aug	129	135	83	111	102	113
Sep	127	136	127	119	128	114
Oct	134	141	153	121	135	115
Nov	141	139	144	121	125	118
Dec	138	135	95	121	101	118
1977						
Jan	142	146	112	131	107	121
Feb	139	146	126	124	129	122
Mar	145	150	140	129	129	119
Apr	153	149	133	124	115	122
May	161	143	136	105	116	118
Jun	154	141	101	122	113	124
Jul	139	138	110	142	122	123
Aug	132	138	95	128	108	119
Sep	131	139	133	124	133	118
Oct p	130	137	145	116	142	121
Nov p	136	135	136	115	125	119
Dec p	139	137	114	151	107	132
1978						
Jan p	134	138	103	121	107	120
Feb p	131	138	127	124	129	123
Mar p	134	140	135	136	126	128
Apr p	146	142	150	127	125	120
May p	164	146	143	120	107	120
June p	156	143	99	109	115	114

p Provisional.

Wholesale textile houses: sales and stocks in June

Sales by wholesale textile houses in June showed an increase of 28 per cent on a year earlier, compared with a decrease of 1 per cent in April and an increase of 15 per cent in May.

The value of stocks at the end of June showed a decrease of 1 per cent compared with the same period last year.

Inquiries: These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, Textile Distributors' Association, 3 Berners Street, London W1P 4JP, tel. 01-580 2902.

Table 1 Textiles: wholesale sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*−3*	..	..
1967	104	*−5*	..	..
1968	108	*4*	..	..
1969	103	*−5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	..
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1976	146	*−1*	..	..
1977	149	*2*	..	..
1976 1st quarter	133	*−8*	234	*7*
2nd quarter	127	*−6*	212	*8*
3rd quarter	149	*2*	204	*6*
4th quarter	176	*8*	228	*2*
1977 1st quarter	140	*5*	252	*7*
2nd quarter	125	*−2*	224	*6*
3rd quarter	153	*3*	214	*5*
4th quarter	180	*2*	228	—
1978 1st quarter	144	*3*	234	*−7*
2nd quarter	141	*13*	222	*−1*
1977 June	108	*−9*	224	*6*
July	119	*3*	239	*8*
August	142	*4*	227	*5*
September	199	*3*	214	*5*
October	201	*9*	212	*2*
November	163	*−4*	245	*7*
December	175	—	228	—
1978 January	91	*7*	213	*−3*
February	149	*1*	224	*−10*
March	191	*3*	234	*−7*
April	138	*−1*	211	*−8*
May	148	*15*	231	*−4*
June	138	*28*	222	*−1*

Do you use Statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many Government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

Table 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks [2]
	June 1978	Jan-June 1978	June 1978
Women's knitted outerwear, blouses and skirts	32	−2	11
Women's coats, costumes, furs and raincoats	60	26	23
Women's underwear	−4	−3	−21
Women's hose and children's socks	8	–	8
Haberdashery, ribbons and wool	24	6	−5
Children's wear	−4	−20	−23
Men's and boys' ready made clothing and overalls	14	4	–
Gloves	36	−4	−23
Piece-goods and nets	−19	−18	60
Household textiles	20	−4	−21
Floor coverings, furniture and hardware	39	21	13
Boots and shoes	−19	−15	16
Total [1]	28	8	−1

[1] Including some items not included among the sub-headings.
[2] Values at cost.

Regional selective assistance

The tables show, on a regional basis, the number and value of applications received and offers made under section 7 of the industry act during May and June 1978.

Region	Applications received		Offers made	
	No. of projects	Value (£'000)	No. of projects	Value (£'000)
May 1978				
Scotland	19	7 214	17	2 659
Wales	22	6 302	7	133
Northern	22	6 091	19	635
North West	35	11 042	31	2 458
Yorkshire and Humberside	15	18 166	14	893
South West	9	3 627	3	56
East Midlands	10	826	4	12
West Midlands	1	Negligible	—	—
Total	133	53 268	95	6 846
June 1978				
Scotland	25	15 080	14	982
Wales	29	6 531	14	915
Northern	17	5 389	17	2 153
North West	35	8 661	32	2 078
Yorkshire and Humberside	30	7 380	20	645
South West	9	572	4	22
East Midlands	3	465	2	19
West Midlands	2	59	—	—
Total	150	44 137	103	6 814

Inquiries: 01-211 4216.

Footwear industry orders, deliveries and stocks in June

In the three months ended June 1978, deliveries in the footwear industry were estimated to be 6 per cent higher on a seasonally adjusted pairage basis than in the three months ended March 1978. Net new orders were 14 per cent lower than in the previous three months, while at the end of June orders-on-hand were 8 per cent higher on the March 1978 level. The index of output in the three months ended June 1978 was 5 per cent higher than in the three months ended March 1978.

Detailed breakdown

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor production series under the reference PQ450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (minimum list heading 450 of the standard industrial classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Inquiries: 01-212 6787.

Index of output: orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders-on-hand (end period)		Net new orders		Deliveries		Stocks (end period)
		Million pairs	£m	Million pairs	£m	Million pairs	£m	Million pairs
1966		33.6				16.4		
1967		37.8		16.5		16.1		
1968	113	41.6		17.3		17.0		
1969	108	34.6		15.9		16.5		
1970	100	38.9		16.6		16.2		
1971	108	32.5	55.7	15.7		16.2	23.8	19.4
1972	104	29.5	59.6	15.2	24.8	15.4	24.5	18.5
1973	108	46.2	85.2	17.1	30.5	15.7	28.4	16.5
1974	107	44.3	79.5	14.3	30.9	14.4	31.3	18.0
1975	101	38.8	91.8	13.2	36.2	13.7	35.1	15.8
1976	101	46.8	132.9	13.8	42.8	13.1	39.4	14.4
1977	107	44.8	142.3	13.3	49.3	13.4	48.5	16.0
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1976 1st quarter	100	42.6	89.2	14.6	13.2	38.9	13.3	13.0	39.8	19.0
2nd	100	46.3	107.5	12.8	13.2	40.4	11.5	12.4	34.3	20.9
3rd	99	36.9	89.7	10.0	12.2	34.7	13.2	12.9	40.7	17.2
4th	104	46.8	132.9	17.6	16.3	57.3	14.3	13.8	42.9	14.4
1977 1st quarter	106	57.6	140.9	17.4	16.0	51.7	13.8	13.6	49.0	14.7
2nd	107	57.4	154.2	12.7	12.6	48.2	12.8	13.8	43.7	17.2
3rd	105	47.5	110.3	10.1	12.3	35.0	13.3	13.2	49.6	14.1
4th p	109	44.8	142.3	13.3	12.8	49.3	13.4	13.6	48.5	16.0
1978 1st quarter p	98	59.8	153.7	17.8	16.3	56.5	12.8	12.5	52.7	17.2
2nd quarter p	103	64.3	175.7	13.6	14.0	56.7	12.2	13.2	49.3	21.2
1976 January	103	38.9	88.2	13.2	13.8	33.9	13.1	14.0	37.6	
February	100	40.0	89.3	14.1	13.1	40.3	12.9	12.7	39.2	
March	96	42.6	89.2	16.5	12.8	42.5	13.9	12.4	42.6	
April	100	43.2	94.4	12.2	10.7	39.7	11.6	12.4	34.5	
May	100	48.0	108.4	15.9	14.7	47.0	11.1	12.3	33.0	
June	99	46.3	107.5	10.2	14.3	34.4	11.8	12.5	35.3	
July	96	40.8	90.7	6.3	11.3	20.2	11.8	12.6	37.0	
August	98	38.1	87.9	8.8	12.3	33.7	11.4	12.3	36.6	
September	104	36.9	89.7	15.1	13.1	50.3	16.2	13.8	48.5	
October	103	44.9	111.7	23.6	18.3	67.6	15.6	13.7	45.7	
November	101	45.9	126.0	15.6	14.1	59.1	14.6	13.1	44.8	
December	108	46.8	132.9	13.6	16.4	45.0	12.6	14.8	38.1	
1977 January	102	51.8	133.8	16.3	18.5	42.7	11.9	13.2	41.8	
February	107	54.2	136.9	16.4	15.1	52.6	14.0	13.7	49.5	
March	108	57.6	140.9	19.1	14.5	59.7	15.6	14.0	55.7	
April	104	60.4	153.5	14.8	13.5	53.0	12.0	13.4	40.3	
May	111	62.6	164.0	15.8	13.7	56.4	13.7	14.5	45.9	
June	106	57.4	154.2	7.5	10.6	35.2	12.7	13.3	45.0	
July	99	53.7	135.4	8.0	15.1	23.5	11.7	13.1	42.2	
August	108	47.2	123.7	6.5	8.6	36.5	13.0	13.4	48.2	
September	107	47.5	110.3	15.7	13.2	45.2	15.4	13.0	58.6	
October	110	44.8	126.9	12.6	9.6	75.2	15.4	13.5	56.6	
November	108	41.5	134.9	11.6	10.6	61.8	14.9	13.3	55.7	
December	110	44.8	142.3	14.7	18.1	50.2	11.4	13.8	42.8	
1978 January p	95	53.7	137.8	20.7	21.8	43.4	11.9	12.6	47.9	
February p	97	54.8	139.4	13.8	12.7	54.1	12.7	12.4	52.5	
March p	101	59.8	153.7	18.9	14.4	71.9	13.9	12.4	57.7	
April p	107	55.6	162.4	7.6	7.4	56.7	11.9	14.0	47.9	
May p	96	65.5	182.9	21.6	17.9	68.8	11.7	11.9	48.3	
June p	106	64.3	175.7	11.7	16.6	44.5	12.9	13.6	51.8	

p Provisional. [1] Based on early returns, seasonally adjusted deliveries in July are expected to be 12 million pairs (unadjusted deliveries 10¼ million pairs).

New companies in August

Below are details of new companies registered in Great Britain during August 1978 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	3 170	—	3 170
Over £100 but under £1 000	69	—	69
£1 000 but under £10 000	1 103	—	1 103
£10 000 but under £50 000	479	—	479
£50 000 but under £100 000	111	—	111
£100 000 but under £1 000 000	144	—	144
£1 000 000 and over	11	—	11
Total number	5 087	—	5 087
	£ thous	£ thous	£ thous
Total amount of nominal capital	50 191	—	50 191

Companies registered in Great Britain in 1977 and 1978

	1977		1978	
	Number	Nominal capital £ thous	Number	Nominal capital £ thous
January	3 225	30 825	4 555	31 447
February	4 330	34 505	4 316	38 325
March	5 843	49 266	6 024	52 299
April	5 499	41 860	5 031	47 396
May	4 097	27 086	5 939	59 998
June	4 169	61 951	5 023	45 806
July	4 172	34 238	5 264	57 870
August	4 242	42 331	5 087	50 191
September	4 527	51 261		
October	4 404	37 741		
November	5 007	33 987		
December	5 005	30 739		
Total	54 520	474 790		

'T & I' index inquiries

Readers wanting to know when articles and items of information were published in *Trade and Industry* should consult the published indexes which are issued free to subscribers. For material published in recent months, inquiries of this kind can be made to the Department of Industry Library's indexing section, tel. 01-215 5842 or 01-215 5879.

Output and employment in the construction industry in the second quarter 1978

Output

According to provisional figures collected by the Department of the Environment, the value of all construction work carried out by the construction industry in Great Britain during the second quarter of 1978 was £4,155 million. Expressed at constant (1975) prices and adjusted to exclude normal seasonal variations, total outut (including repairs and maintenance) was up 8 per cent compared with the first quarter of 1978, and up 14 per cent on the second quarter of 1977.

A constant (1975) prices and seasonally adjusted, new work output in the public housing sector in the second quarter of 1978 was up 4 per cent on the first quarter and equal to output in the second quarter of 1977. New private housing output, making similar comparisons, was up 12 per cent and 25 per cent, respectively.

New construction in the public non-housing sector in the second quarter was higher by 9 per cent than in the previous quarter and by 3 per cent than a year earlier.

New private industrial output was up by 19 per cent both on the first quarter of 1978 and on the second quarter of 1977, while new private commercial output was up 11 per cent and 16 per cent, respectively.

Repairs and maintenance work in the housing sector (including improvement output) was up 1 per cent on the first quarter of 1978 and 20 per cent on the second quarter of 1977, while over the same periods repairs and maintenance work in the public non-housing sector had risen by 2 per cent and 13 per cent, respectively. Again, making similar comparisons, private non-housing repairs and maintenance was up 7 per cent and 26 per cent, respectively.

Employment

The provisional estimate (seasonally adjusted) of the number of employees in employment in July 1978 showed a marginal increase since April 1978 to a level equal to July 1977.

Indices of construction output

Great Britain. Seasonally adjusted 1975 = 100

	1974	1975	1976	1977	1976		1977				1978	
	Year	Year	Year	Year	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 p
New housing	101.1	100.0	108.6	100.6	104.9	109.9	98.3	98.6	102.8	102.9	102.8	111.3
For public sector	90.8	100.0	110.6	100.5	108.5	110.4	100.2	98.9	102.6	100.2	95.6	98.9
For private sector	110.9	100.0	106.6	100.8	101.5	109.5	96.5	98.3	102.9	105.5	109.8	123.1
Other new work	106.9	100.0	95.4	96.5	94.6	96.0	95.9	95.6	95.1	99.2	94.1	105.4
For public sector	108.1	100.0	99.1	94.4	98.8	97.7	95.8	94.1	91.5	96.2	89.4	97.0
For private sector	105.7	100.0	91.6	98.5	90.3	94.2	95.9	97.1	98.8	102.3	98.8	113.9
For private industrial	100.7	100.0	95.4	110.2	93.2	100.6	106.4	106.0	114.5	113.9	105.4	125.9
For private commercial	110.2	100.0	88.0	87.9	87.6	88.3	86.4	88.9	84.5	91.8	92.8	103.0
Total new work	104.7	100.0	100.4	98.0	98.5	101.2	96.8	96.7	98.0	100.6	97.4	107.6
Repair and maintenance	110.0	100.0	94.2	97.8	91.3	96.8	94.5	96.1	99.7	100.8	111.3	114.1
Housing	114.3	100.0	92.3	96.1	88.3	95.4	91.6	94.0	97.5	101.3	112.0	113.3
Public other work	101.9	100.0	94.7	95.6	93.6	96.2	95.6	95.1	97.1	94.6	105.3	107.6
Private other work	115.4	100.0	99.4	108.1	95.3	102.6	100.9	104.8	112.6	114.0	122.8	131.6
Grand total	106.3	100.0	98.5	98.0	96.3	99.9	96.1	96.5	98.5	100.7	101.5	109.6

p = Provisional

Retail sales: provisional estimate for August

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in August is 111½ (1971 = 100), suggesting a continuation of the higher level of trade in July. Retail trade in both July and August may have been influenced by the payment of back-dated income tax reductions.

In the three months June to August the volume of sales was 3 per cent higher than in the previous three months. During the first eight months of 1978 the average level of trade was about 4½ per cent above the annual average for 1977.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in August was 14 per cent higher than in August 1977. In the first eight months of 1978, the average value of sales was 14 per cent higher than in the corresponding period of 1977.

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Over the last 12 months the average difference (ignoring sign) between provisional and final estimates was 0.6 per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since

continued on next page

Housing report for July

Housebuilding

In July 23 600 houses and flats were started in Great Britain compared with 26 000 in July 1977. Completions in July numbered 24 000 compared with 25 100 in the previous year.

Taking the three-month totals to reduce the effect of month-to-month fluctuations, and discounting the normal seasonal movements, total starts in May to July were up 7 per cent on the previous three months, February to April, but 2 per cent lower than May to July a year ago. Total completions were 3 per cent up on the previous three months but 5 per cent lower than a year ago.

In the public sector, making similar comparisons, starts were up 14 per cent on the previous three months but 14 per cent lower than a year ago, while completions were 5 per cent up and 14 per cent lower respectively.

Private sector starts were 3 per cent up on the previous three months and 10 per cent higher than a year earlier, while completions were 2 per cent up and 6 per cent higher, respectively.

Slum clearance for second quarter 1978

In the second quarter of 1978, 9800 dwellings were demolished or closed as a result of slum clearance action in England. Of these 7200 were demolitions in, or adjoining, clearance areas. The corresponding numbers in the second quarter of 1977 were 11 500 in total, of which 9400 were in clearance areas.

Inquiries: Department of the Environment, 2 Marsham Street, London SW1P 3EB. tel. 01-212 3434.

Housing performance Great Britain [1]

July 1978

Thousands of dwellings

	Starts			Completions		
	Public	Private	Total	Public	Private	Total
1969	176.6	166.8	343.5	185.1	181.7	366.8
1970	153.8	165.1	318.9	180.1	170.3	350.4
1971	136.9	207.4	344.3	158.9	191.6	350.6
1972	123.0	228.0	350.9	122.8	196.5	319.3
1973	112.8	215.7	328.5	107.5	186.6	294.1
1974	146.1	105.9	252.1	128.6	140.9	269.5
1975	173.8	149.1	322.9	162.3	150.8	313.0
1976	170.8 r	154.7	325.4 r	163.0	152.2	315.2
1977	132.1	134.8	266.9	162.5	140.3	302.7
Seasonally adjusted						
1977						
2nd qtr	32.7	34.7	67.4	40.3	35.8	76.1
3rd	34.6	35.3	69.9	41.8	34.8	76.6
4th	34.5	34.9	69.4	42.9	36.0	78.9
1978						
1st qtr	26.4 r	35.0	61.4 r	32.9	38.0	70.9
2nd	29.8	39.6	69.4	33.0 r	37.9 r	70.9 r
1978						
Feb	7.2	11.2	18.4	10.6	12.1	22.7
Mar	8.6 r	12.3	20.9 r	10.9	12.9	23.8
Apr	10.0	13.5	23.5	10.8	12.4	23.2
May	9.9	12.2	22.1	11.4 r	12.5	23.9 r
Jun	9.9	13.9	23.8	10.8 r	13.0 r	23.8 r
Jul	9.7	11.9	21.6	11.8	12.5	24.3
1977						
Jan-Jul	74.6	76.8	151.4	90.6	82.1	172.7
1978						
Jan-Jul	65.9	86.5	152.4	77.7	88.4	166.1

[1] Scottish figures are estimates and may be subject to small revisions. r Revised.

Letters to the editor

Letters to the editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, *adjustments for the timing of holidays and adjustments to make* allowances for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-*seasonally adjusted data.*

The final figures for August will be published in a press notice on Monday, 20 October 1978.

Inquiries: 01-215 3705.

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1977		**1977**	
1st qtr	103.3	1st qtr	+14
2nd	102.5	2nd	+13
3rd	104.3	3rd	+15
4th	104.4	4th	+13
1978		**1978**	
1st qtr	106.3	1st qtr	+13
2nd	108.0	2nd	+15
1977		**1977**	
May	103.2	May	+14
June	102.1	June	+14
July	104.8	July	+16
Aug	104.7	Aug	+16
1978		**1978**	
May	108.4	May	+15
June	108.7	June	+14
July	111.4	July	+15
Aug	111 p	Aug	+14 p

p Provisional.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 8 September 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Hot Wheels	BR/E 39733/10/9/83	21	5 September	Cinema International Corporation (UK)	James Street Productions Ltd
Harvest	BR/E 39734/10/9/83	23	6 September	Cinema International Corporation (UK)	Viscom Production Ltd
Chimp-Mates (3rd series)					
Alice Goes To School	BR/E 39735/10/9/83	16	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Alice At Sea	BR/E 39736/10/9/83	17	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Chimp Champ	BR/E 39737/10/9/83	15	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Granny's Moving Day	BR/E 39738/10/9/83	16	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Tit For Tat	BR/E 39739/10/9/83	16	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Alice Goes Magic	BR/E 39740/10/9/83	16	6 September	Children's Film Foundation Ltd	Eyeline Films Ltd
Movietone News 2570	BR/E 39594/10/9/83	8	8 September	British Movietonews Ltd	British Movietonews Ltd
FOREIGN					
Raggedy Ann And Andy	F 39731	85	4 September	Twentieth Century-Fox Film Co Ltd	Twentieth Century-Fox Film Corporation, California
The Cheap Detective	F 39732	92	4 September	Columbia-EMI-Warner Distributors Ltd	Rastar Productions Inc, California
Why Shoot The Teacher	F 39741	99	8 September	Contemporary Films Ltd	WSTT Productions Ltd, Ontario

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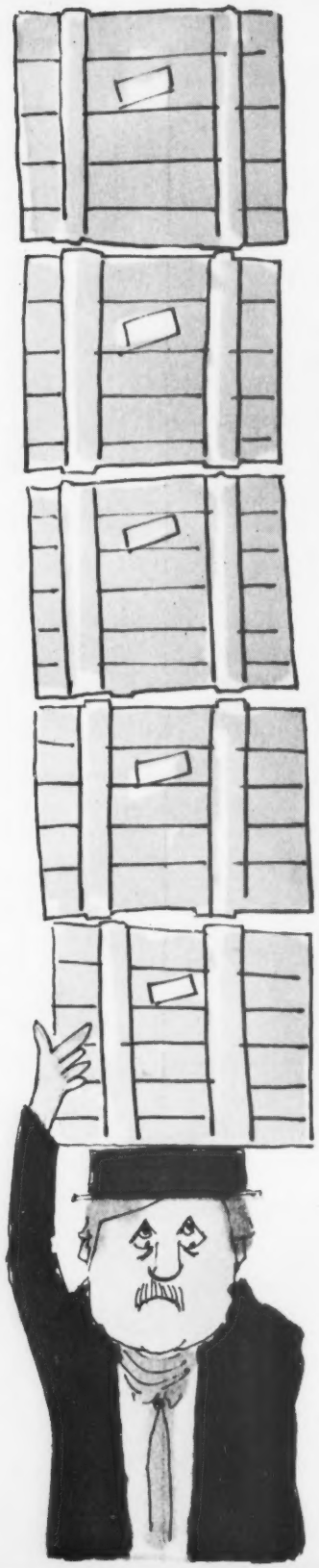

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ISBN 0 11 725289 1
ISSN 0006-5323